United States Court of Appeals

for the Second Circuit

EXHIBITS

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74-2343

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P/S

IN THE UNITED STATES COURT OF APPEALS
FOR THE SECOND CIRCUIT

GER-RO-MAR, INC., a Corporation
d/b/a SYMBRA'ETTE, and
CARL G. SIMONSEN, individually and
as President of
GER-RO-MAR, INC., PETITIONERS

v.

FEDERAL TRADE COMMISSION, RESPONDENT

On Petition to Review an Order of the
Federal Trade Commission

DOCUMENTARY EXHIBITS

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Attorney

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UNITED STATES COURT OF APPEALS
FILED
APR 22 1975
A. DANIEL FUSARO, CLERK
SECOND CIRCUIT

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Your Opportunity

with

FEDERAL TRADE COMMISSION
Docket No. 8573
In the Matter of Sym-Ed Mfg. Inc.
Date ... Witness ... Reporter ...
OBTAINED ... 10/1 ... 70
BY Jerome M. Stolper
ATTORNEY EXAMINER
CLR NO. 702-3493

Symbra® Ette

Income

Independence

Security

"The World's Most Exciting Brassieres"

Symbra·Ette

460 Meridian Avenue • San Jose, California 95126 • Phone: 297-3515

The marketing program adopted by Symbra'ette is a proven plan which offers opportunities at any level you may desire, either in personal sales or in supervision or a combination of both.

YOUR PROGRESS, GROWTH, AND INCOME

will be determined by only one person

. . . YOU!

The Symbra'ette sales program offers more than just security for you and your family, it offers, independence, a promising future, a retirement plan and an income substantial enough so that you can afford the luxuries, as well as the essentials of life. . .

We know of many who have achieved this goal within a year. Their success story can be yours too!!

WE WELCOME YOU TO SYMBRA'ETTE

C.G. Simonsen

C.G. Simonsen
President

CX-18 -

INTRODUCTION . . . . . .

The contents of this booklet present, in outline, a most unique combination of saleable merchandise and a proven field tested marketing program. The Symbra'ette program offers to sincere, ambitious people from all walks of life and business or professional backgrounds an opportunity to supplement their present incomes on a part time basis or to earn middle to upper five figure annual incomes, working full time.

The incentives in the marketing program, the low maintenance requirements, the cash car allowance up to $200.00 per month, low volume requirements permitting direct purchase from the Home Office, provides the ambitious person the ingredients to build an organization.

The Company keeps records and pays *all* overrides, freeing your time for sales and recruiting. All overrides received are yours to keep in full.

Investigate the potential of the bra and girdle business. It is truly "big business"! In 1967 over 1½ billion was spent in this market. In excess of 10,000 teenagers per month start to wear bras. Literally every woman in the country is a potential customer!!

You have a future with this rapidly growing corporation in its fifth year of operations.

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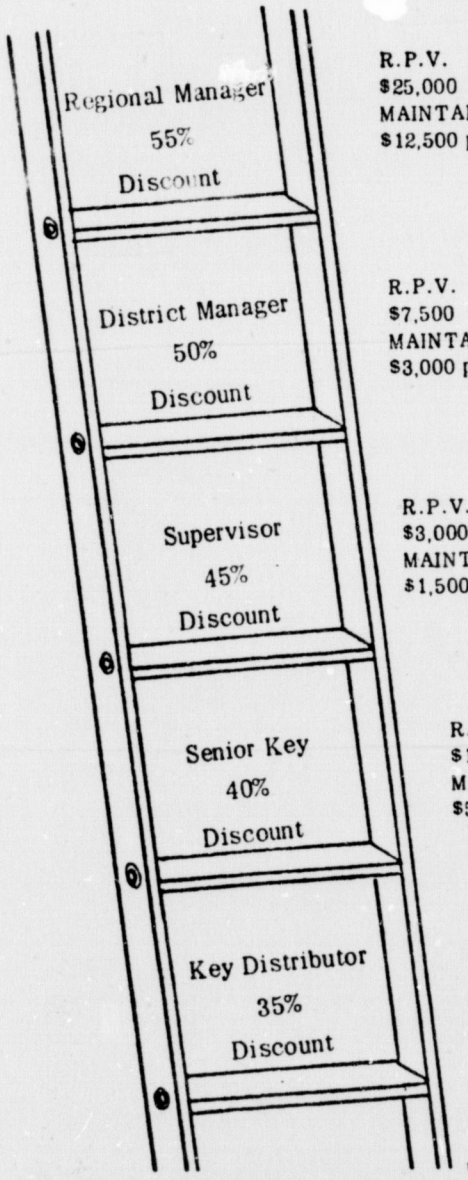
CX-1C

THE SYMBRA'ETTE



R.P.V.
$25,000
MAINTAIN
$12,500 per month

R.P.V.
$7,500
MAINTAIN
$3,000 per month

R.P.V.
$3,000
MAINTAIN
$1,500 per month

R.P.V.
$1,000
MAINTAIN
$500 per month

R.P.V.
$300
MAINTAIN
$100 per month

565

YOUR LADDER TO SUCCESS

CX-1D

REV. 10/1/70

MARKETING PROGRAM

Qualified Regional Managers earn 5% on District Managers; 10% on Supervisors; 15% on Senior Keys; 20% on Key Distributors; 3% on directly sponsored Regional Managers; 1% on indirectly sponsored Regional Managers; 1% on indirectly sponsored District Managers; $200 cash car allowance.

Qualified District Managers earn 5% on Supervisors; 10% on Senior Keys; 15% on Key Distributors; 3% on directly sponsored District Managers; 1% on indirectly sponsored District Managers; $150 cash car allowance.

Qualified Supervisors earn 5% on Senior Keys; 10% on Key Distributors; 2% on directly sponsored Supervisors; $100 cash car allowance.

Qualified Senior Keys earn 5% on Key Distributors.

Key Distributors purchase from their sponsor.

The Symbra'ette Marketing Program is designed so that the ambitious person can start small or as large as he desires. Consultants can rapidly work into higher income brackets, or those who would like to enter business on a large scale may buy in as a Supervisor.

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CY-1E

KEY DISTRIBUTOR

You may start your association with Symbra'ette as a Key Distributor, by purchasing an inventory of $300 R.P.V. from your sponsor. The profit from the sale of this merchandise is approximately $110.00. When a Key Distributor sponsors consultants into the business, their R.P.V. adds to your R.P.V. and with your personal sales you can advance to the level of Senior Key.

SENIOR KEY

To start as a Senior Key, you purchase $1,000 R.P.V. of products from your sponsor at 40% discount and start buying direct from the Company, and you earn 5% profit on your Key Distributors. With their R.P.V. and your personal sales, you can advance to the Supervisor level and earn an extra 5% profit.

SUPERVISOR

To attain Supervisor level and 45% discount requires $3,000 R.P.V. and one (1) direct qualified Senior Key and two (2) direct qualified Keys.

A qualified Supervisor receives:

. . . 10% profit on his Key Distributors.

. . . 5% override on direct Senior Keys.

. . . 2% override on direct Supervisors.

. . . $100 cash car allowance.

DISTRICT MANAGER

To attain District Manager level and 50% discount requires $7,500 R.P.V. and five (5) direct qualified Senior Keys or Supervisors.

A qualified District Manager receives:

. . . 15% profit on his Key Distributors.

. . . 10% override on direct Senior Keys.

. . . 5% override on Supervisors.

. . . 3% override on direct District Managers.

. . . 1% override on indirect District Managers.

. . . $150 cash car allowance.

REGIONAL MANAGER

When your entire group R.P.V. is $25,000 in a calendar month and you have three (3) qualified direct District Managers, and two (2) qualified indirect District Managers, you attain the top discount level of Regional Manager which is 55% of the R.P.V.

A qualified Regional Manager receives:

. . . 20% profit on his Key Distributors.

. . . 15% override on direct Senior Keys.

. . . 10% override on Supervisors.

. . . 5% override on direct District Managers.

. . . 3% override on direct Regional Managers.

. . . 1% override on indirect Regional Managers.

. . . 1% override on indirect District Managers.

. . . $200 cash car allowance.

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CX-1G

THE CHANCE OF A LIFETIME!

The Symbra'ette Marketing program will make it possible to open the door to real happiness, creative expression, and a prosperous, successful life for you, because it makes the unique SYMBRA'ETTE brassiere and other related products available to the Women of America. This is a "once in a lifetime" opportunity, of which you can still get in on the ground floor, for the market can never become saturated, or hardly even scratched. There are approximately 10,000 young women a month moving into the brassiere wearing age, as well as all the present prospective customers who need what our Symbra'ette brassiere can do.

Repeat Business – Symbra'ettes proven 80% repeat sales can earn you a steady income. Many of our Consultants have created a clientele of retail customers whose repeat business alone earns them from $500 to $1000 monthly income. Repeat sales makes the Symbra'ette career unique in the direct sales field, considering that many direct sales items do not repeat and new customers must constantly be sought.

Regardless of who you are, where you are from, or what you are now doing, there is a place for you in the growing and profitable Symbra'ette Organization, at any level that seems best for you, handling any of the numerous quality, need-filling items.

Why not set your goals, make your plans and get started!

CX-1H 569

WITH DR. SONIA GARUTSO'S BRAS*

*PATENTED

D WITH Symbra-Ette

ORNIA STYLIST 1962-68, THE LOS ANGELES TIMES 1962-67. design ever developed". They now lead the field in unique design, ni-nude, or totally covered, yet have the support of a superlative bra. ymbra-Ette Inc., for manufacture. The new Symbra-Ette line is sold n her own home by expertly trained Symbra Ette Consultants.

MR. CARL SIMONSEN President of Symbra-Ette Inc., is now furthering this bra revolution by adding these three special bra designs to his multi-million dollar sales volume in Bras, Pantie-girdles, Girdles and Swimwear under the Symbra-Ette label. (We suggest you be aware of imitations . . . many try to copy these uncopyable bras but none can verify their revolutionary concept).

CALIFORNIA STYLIST

JANUARY 1962

THE CALIFORNIA STYLIST SAYS:

"This custom created enchantment in an exclusive PATENTED design . . . the result of 3 years of individual research. Provocative new uplift helps increase the small bust. (AND IT'S ALL YOU), and gently minimize the overlarge bust. NO PADS, STRAP STRAIN, SLIPPAGE OR PRESSURE. Made exclusively of the finest fabrics and laces with dual undercupping that supports from below and the sides."*

or any other – season, achieves perfect proportions for women with large or small . . . at the base of the cup that can hold and increase, or diminish excessive curves and provide

• • • • • • • • • • •

. . . added to our already popular line of bras, panty girdles and swimwear, Sym- . . . profit program unique in the industry.

Symbra-Ette

The Symbra-Ette family of brassieres and women's intimate apparel is available on a person to person basis only. You too can open a world of new financial opportunity as a Symbra-Ette Consultant, part or full time. Mail coupon today or Phone (408) 297-3515.

SYMBRA-ETTE INC.

460 Meridian Avenue, San Jose, California 95126

NAME _____

ADDRESS _____

CITY _____ Telephone _____

STATE _____ ZIP _____

It's a Revolution

Reports the California Stylist "a revolutionary idea, using the same principles of stress and support that apply to dental bridgework. "Dr. Sonia" invented and patented this design from a scientific and functional standpoint that makes this bra perfect. The bosoms are held from below and the sides as if by firm but gentle hands, without artificial aids whatsoever."

CUSTOM FITTED BRAS – GIRDLES – SWIMWEAR – LINGERIE & WIGS

YOUR PRODUCTS ..... A PATENTED, PROFIT-PROVED LINE

SYMBRA'ETTE bras, with the patented "UNIBAND" design, are already known and acclaimed by thousands of women as the ultimate in figure flattery and comfort. An unusual range of sizes—from 30A to 46L—brings all the advantages of CUSTOM fitting to every woman, right in the privacy of her own home. In addition, you offer the exclusive SYMBRA ETTE line of PANTY GIRDLES – with extra built in features that no other line can match. Once your customers wear one of these beautiful foundation garments, they'll never want to go back to "ordinary" girdles again. And—for even greater profits—there's a full line of SYMBRA'ETTE swim wear and lingerie with all the custom features that make your bras and girdles year-round best sellers. Truly different from and superior to any other line on the market.

YOUR MARKET ... THE POPULATION!

From the biggest m... to the tiniest village and hamlet, you have customers waiting for the unique SYMBRA'ETTE line. Close to 100 million prospects at this min... —with well over 2 million NEW ones adde... each year! All prospects for several sales at a time — with year-round, multiple-order repeats virtually guaranteed. Tremendous word-of-mouth referral sales potential, too. Once you establish your SYMBRA'ETTE distributorship, it almost grows by itself, because enthusiastic customers spread the word about SYMBRA'ETTE quality and custom service — multiplying your profits with very little time and effort on your part! The potential is astronomical — and the surface has barely been scratched. You can still get in on the ground floor!

YOUR PROFIT PROGRAM—UNIQUE IN THE INDUSTRY!

The SYMBRA'ETTE Marketing Plan has success "built in" all the way. You can start as small or as big as you wish – and grow from there, expanding your sales organization and collecting automatic overrides on all the sales made by consultants under you .... The SYMBRA'ETTE Marketing Program offers qualified consultants up to 60% discount, plus a cash car allowance up to $200 monthly.

The opportunities are almost unlimited – and the ground floor is still wide open. WE INVITE YOU TO JOIN US – NOW. Mail coupon today with a brief letter of facts and qualifications.

SYMBRA'ETTE, INC.
DEPT. O-9 460 MERIDIAN AVENUE SAN JOSE, CALIF. 95126
PHONE: 408-297-3515

Yes, I am sincerely interested to know how a minimal investment, secured by merchandise can start me in the SYMBRA'ETTE Success Program.

Name _____ Phone: _____

Address _____

City _____ State _____ Zip _____

5'79

SYMBRA'ETTE'S WARDROBE OF BRAS

-10a-

CX-2B

VOL. I, NO. 12 NOVEMBER 1969 Printed in U.S.A.

Symbra'ette NEWS

460 Meridian Avenue San Jose, California 95126

FEDERAL TRADE COMMISSION
Docket No. 8822
In the Matter of
Date: 4/15/73
Reporter MB

FILE NO.

A NOVEL WAY OF ADVERTISING

I would like to share with the girls another method of advertising. For several years I have sponsored my Mother's (Lola Myres) bowling team. I just moved to Denver this summer so I am also bowling on the same league, but still sponsoring Mother's team again. Since they advertise the "bra", I decided to advertise the swimsuit. The enclosed pictures show the plaques, I made, which we pin on our blouses.

The background is black felt. The bodies are flesh colored felt. The swimsuits are different colored felt and the wording is in the same color as the suit. I got real hair from beauty shops and had a ball making them. To distinguish the names from the bodies, I called these "SWIMBRA-ETTES".

The SYMBRA-ETTES promptly thought I was showing favoritism so I made bra plaques for them, doing the same with the different bras and colors. I made the Siesta bra from real lace but the others from white felt, and drew in the markings.

Rather than buying shirts, as many sponsors do, I offer the girls their bras at 1/2 price and this way they really advertise for you as they are wearing them... and loving them.

Phyllis Cain

* * * * * *

From June Dalton – Supervisor

I would like to acquaint you with, Senior Key, **Mae Parker**. Mae holds a full-time job and sells Symbra'ette products part-time, maintaining an average monthly R.P.V. of $1500. In May, she was advised, by her doctor, she would have to undergo surgery within 2 weeks. Realizing this would put her out of commission for awhile, she stayed busy to the very day of surgery making ladies happy in swimsuits and our other Symbra'ette products.

Even the day after surgery, Mae continued to be Symbra'ette conscious, showing our products to nurses and friends visiting her.

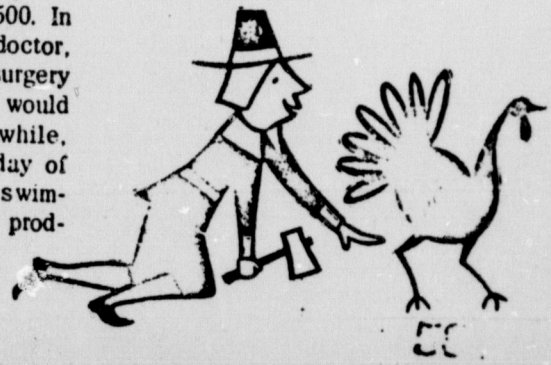
Mae said her Siesta bra was her prize possession during her stay at the hospital and felt she would not have recouperated as well without it.

While being examined after surgery, Mae's doctor commented on what a nice sleep bra she was wearing. Mae revealed to him she sold them. He then commented further, "I wish all of my patients who undergo breast surgery wore your sleep bra." Mae, with her usual enthusiasm exclaimed, you send me your patients before they are admitted to the hospital and I'll fit them! He then told her he had 2 patients who needed a bra as soon as she was able to fit them. Before he left her room, Mae had shown him the full line of Symbra'ette products and gave him a hand full of brochures to give his patients.

Today, Mae's doctor displays our Symbra'ette bras in his office and gives a brochure to each patient.

Mae, realizing what a nice companion her Siesta bra was to her during her recouperation, gives them as gifts to friends and relatives who have had new babies or have had surgery similar to hers.

I am very proud to have Mae in my group. Nothing will affect her enthusiasm or slow her down!



ENTHUSIASTIC NOTES FROM RECENT GRADUATES OF ANN AND KATIE'S CONSULTANTS TRAINING SCHOOL

I had been thinking several months of going into the Bra business. The Training School was brought to my attention and I decided to attend. Words could not express my gratitude for what I have learned. The motivation they have instilled in us could not be bought at any price. All doubt has been removed, my check turned in for my kit and the determination to climb the ladder fast. It has been all possible through the unselfish efforts of Ann Anderson, Katie and Jack Sanford.

Shirley Dowdy

I would like to show my appreciation to this Symbra'ette Training School. If it had not been for this organization and these wonderful people, I would have never come into this business.

This schooling can give you training that you would never get in the field. You leave this school with lots more knowledge and determination to be a successful person in life and business. I can hardly wait to get my kit and start my business in custom fitting Symbra'ette bras and girdles.

Nancy Overmyer

This has been the most delightful three days for me. I feel (as a new recruiter) that in the future it will mean the difference between success and failure in this wonderful business.

Ann, Katie and Jack have been wonderful teachers and it is so good to have these three to look to for further help if and when I need it. They are such capable people.

It is going to be a pleasure to be with your Association.

Elsie McElroy

You can not possibly comprehend the success this school has been to a group of girls this week. The knowledge we gained from this school will be invaluable to us in our endeavor to operate our own successful Symbra'ette business.

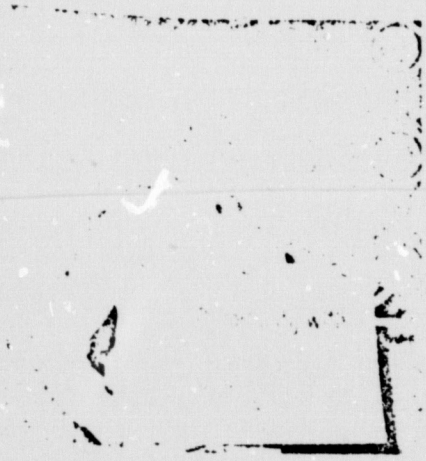
Katie and Ann are simply wonderful and the able husband (Jack Sanford) is terrific with our Marketing Plan.

To those of you who read this, please try to attend this school. You will have more knowledge after 3 days in this school than you could get in 17 months on your own. I know because this was me.

Thanks to Ann, Katie and Jack and to Wally. If you want to know who Wally is – come on everybody – to Huntsville, Alabama, and find out.

Faye Moore

* * * * * *

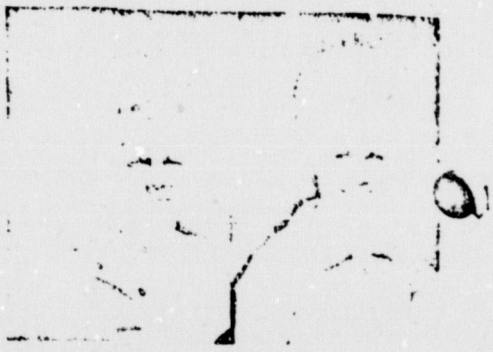


Judy McCaskill's

NEWS & VIEWS

Hi Gang. . .

I want to thank everyone for the warm friendly reception I was given on my trip throughout the areas of Jackson, Memphis, Little Rock, El Dorado, Dallas and Fort Worth. Due to the time element involved, I could not possible say all that is in order to say about each of you and your groups. I have never met or worked with people who were so genuinely sincere, enthusiastic and appreciative in all my travels.



Sue Tranum **Doris Cunningham**

It was truly a delight working with all the group in Memphis. Special recognition goes to **Sue Tranum** and **Doris Cunningham** who have formed a powerful little team called "Su Dor's Symbra'ettes of Memphis." Su Dor's is still going strong and is working right on up to Supervisor. Congratulations to all you hard working girls in the Memphis area.

Sherry Potter, D.M. from Oklahoma City, flew in to travel with me. It was great seeing the little swinger in action once again. Sherry brought in a new key in Memphis, **Louise Gamble**, and returned home to complete a big deal she was working on, details later on in the bulletin!!!

Sonny and **Orpha**, otherwise known as "Suni Symbra'ette" are very well established in the greater Dallas area. They are already off to a flying start, signing up two key distributors, the day after signing up themselves. Orpha, a striking brunette, is a free-lance and fashion model very much in demand. We are indeed delighted to have her promote our fabulous Symbra'ettes.

Dorothy Erwin is doing an excellent job in Arkansas. With her bubbly personality, bountiful wit, plus many other fine qualities, she has to be a winner! Incidentally, Dorothy flew in from Little Rock to Jackson, Mississippi to sign up with me while I was still a patient. How about that for determination and the will to succeed??

Welcome new Senior Keys in the Dallas area. They are **Dorothy Vencill** (Miss DeLoms), **J.R. Caldwell, Shirley Duff, Sonny and Orpha Van Voast. Also, Connie B. Toney, Jerry Rhodes and Ann Wallace,** Key Distributors.

CX-7B

Vol. 2, No. 3 MARCH 1970 Printed in U.S.A.

Symbra•Ette NEWS

460 Meridian Avenue San Jose, California 95126

FEDERAL TRADE COMMISSION
In the matter of Docket No. 8872
Date 5/14/73

PERSISTENCE PAYS OFF FOR LOU CLAYTON

I would like to pass this along to all the girls to show that PERSISTENCE DOES PAY.

Recently I made a booking in a beauty salon about 100 miles from home. I thought it best to go there the day before and get a fresh, early start the next morning. I arrived on a sunny, beautiful day, stopping at a motel about 20 miles from town.

When I awakened the next morning there was ice, snow and sleet. Traffic was at a standstill. No one was going anywhere, that was for sure.

It was late in the afternoon before I could leave and needless to say, I missed my appointment.

I arrived back home that night, tired, nervous, disgusted and discouraged. I told my husband I would not go out again till spring. The weather had been bad, on and off, that it had interfered also with other bookings I had arranged. After a good cry I went to bed.

The next day, the weather was beautiful. I thought about the day before again. I made up my mind that I would not let things like ice and snow get me down.

I picked up the phone and booked appointment with the salon, but instead of one day, I booked it for two.

When the day arrived, it was again beautiful. After getting set up in the shop, I was too busy talking and selling to appreciate that beautiful weather.

My total sales for the two days were $597.00. One customer made a purchase of $165.00. My profit for the two days amounted to $33.00. $115.00 a day isn't a bad days pay.

The girls in the shop wanted me to stay over another day but I had a previous appointment and had to leave. You can bet, I'll go back!

While I was there, word had got around as to what I was doing, and several other beauty salons called to find out if I could come to their shops. You know I will be more than delighted!

The moral of the story---"If you are down, don't stay there" ---"GET UP AND GO!"

"THERE IS A MARVELOUS WORLD OF WOMEN OUT THERE. JUST WAITING TO BE INTRODUCED TO *SYMBRA-ETTE*. LET'S GO SEE 'EM!"

Editor's note: I telephoned **Lou Clayton** to get more information on how she conducts her business in salons. I am passing it along to you. I think it is an excellent way to open up new territory.

She sees the manager of the salon in person, takes her kit in with her. She briefly tells her the *Symbra-Ette* story and ask if she can fit her. She tells her she doesn't want her to buy. She will show her how she may re-

CONTINUED ON PAGE TWO

THIS TINY AD PRODUCES RESULTS FOR JUNE DALTON

Help Wanted—Female

FIVE ladies wanted who would like to work part-time making full-time pay. Call June Dalton, 284-8534.

Dear Mr. Simonsen:

I am running an ad in the paper for recruits and am getting wonderful response.

I thought I would pass on to you a copy of the letter I am sending each of my prospects from the ad. **Joy Walker** and I are holding a luncheon Saturday for some of our interested prospects. I'm sure 1970 will be a great year for me and my girls.

I want to let you know how much I appreciate everything *SymbraEtte* is doing for me. I realize there is more and more in store for us every day with our wonderful company.

Kindest regards,

June Dalton
Supervisor
Atlanta, Ga.

February 6, 1970

Dear

I am very interested in you becoming a *SymbraEtte* Consultant.

Enclosed is an *Opportunity* with *SymbraEtte* booklet. It contains a brief outline of how you

CONTINUED ON PAGE TWO

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PERSISTENCE PAYS; con't.

ceive up to three garments free, AFTER she is fitted, **Lou** explains that if the manager allows her to show *Symbra-Ette* in her shop, she can receive up to three free garments, depending on the number of sales and bookings made. (**Lou** uses the same formula on points that we all use on regular bookings.) She promises that she will in no way interfere with the operators and will use either the rest room or storage room for fittings.

On the day of the showing she puts a Bra or Bra and Girdle form on display and lays about a half dozen bras around it. While the salon customers are under the dryer she gives them a brochure to read. When they have read it, she asks them if they would like to be fitted, with no obligation to buy. **Lou** not only sells on the spot, but also books showings and recruits these new clients.

When you make your initial contact, it is best to see the manager on Tuesday or Wednesday. Most shops are closed on Monday. Bookings should be held Thursday, Friday and Saturday, because salon traffic is heavy on these days.

You might have her call other salon owners she may know in town, to break the ice for you to book into their shops.

Lou tells us that she often goes back to the same shops and finds that people have heard about *Symbra-Ette* and would like her to contact them. It's a good idea to leave some of your business cards with the manager. Another idea is to leave the Bra and Girdle form in the shop for a week or so after the showing. This will generate even more bookings and sales. Tell the manager when you will return to pick up the names and contact these new leads. TRY IT!

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TINY AD PRODUCES, con't.

can become a consultant. Please study it and write down any questions you have and I will call you again in a week.

I hope you will choose this rewarding business as you will enjoy giving a wanted service to women, work the hours of your choice, have fun and make money too!

Thank you for your interest in this wonderful business.

Sincerely,

June Dalton

ABOUT TRAINING...

Training is a business of real responsibility. When you bring a new Consultant into the team, don't forget them after they have purchased their initial inventory. Chances are if a new person is not properly trained, all you will ever earn from them is the small amount on the first order, when, on the other hand a properly trained person becomes even more enthusiastic about the opportunities in our business and they begin to sell and recruit, you will be repaid many fold for your time and effort in training. If you are a *head hunter* and merely go about *signing* people up and failing to train them, you are not operating by the *SymbraEtte* Creed, and you as well as those whom you *sign up* will be short lived in the business.

Help your new people get started, have a few parties with them, show them how to book new parties, explain the Hostess Gift Program, show them how to complete an order and other necessary forms, and when they are ready to start recruiting help them with this also.

As we have said before, if you do not have an effective training program, you are not fulfilling your responsibilities as a Sponsor.

PROMOTIONS to SENIOR KEY

IDA TARDIE - DOLLIE ANDERSON
- MARIE NIXON -
- CHARLOTTE BREWER -
LINDA GEORGE - SHERYL MAYHEW
- MARGARET MATHEW -

COVINA BOWL PRODUCTION NIGHT MEETING
A BIG SUCCESS!!!

About 170 *SymbraEtte* Consultants, their husbands and friends, braved the pouring rain Wednesday night, March 4, and met together for an enthusiastic monthly sales meeting.

Our speaker was **Dr. Betty McNabb** of Redondo Beach, who never tires of boosting *Symbra-Ette* products and sends many, many women to be fitted in them. She says we are the greatest business in the world and if she weren't a doctor, she'd certainly be a *SymbraEtte* Consultant!

We all listened with interest as she pointed out the many ways that we could improve our health, thus helping us to become better salespeople and enabling us to earn more money! Much humor was sprinkled in with her doctorly advice and at times we laughed till it hurt! Thank you, **Dr. McNabb** ... We shall never forget you!

CONGRATULATIONS TO **BEVERLY JORDAN,** *"the pride of Chez Flair," on her promotion to Supervisor. Nothing will stop this girl ... we guarantee you! Know why? We can spell it out for you ... "E-R-N-I-E," her husband, that is. He is already asking her, "When are you going to be a D.M.?" How about it, Bev?–it would be a wonderful Christmas present for that guy of yours.*

CX-88

Another 'A.B.C. Seminar' Letter!

Dear Mr. and Mrs. Simonsen:

I know this is going to be a great year for *SymbraEtte*-- the best bra yet!

I completed Carolyn's A.B.C. Class and I think it has been conducted in a very professional way. I'm sure a great deal of good will come from their efforts. I have been helped tremendously!

By the way... my 1968 L.T.D. has over 61,000 miles on it and I'll be needing a new car one of these days soon! I've been driving that beautiful 1970 Coupe De Ville (mentally) for about a month now.

Sincerely
&
"Affirmatively Yours"
Lucille Landers

ATTENTION SPONSORS:

When sending achievement notices to the office please send a notice for **each** person advanced. These are placed in their individual files so please don't send in a **long list** of advancements. – one for each person please!

RECRUIT-A-THON REPORT

The list of Consultants earning points toward the prizes they have elected to win is really starting to grow by leaps and bounds. If your name isn't here, better get busy and tell people about the opportunity to make money with *SymbraEtte*. Use the *Magic Sentence* and watch your organization grow.

Here is some really great news! ... Because the unusually severe weather in many areas a hinderance to so many people when the *Recruit-a-thon* began we have decided to extend the program another two months!! Now you will have till midnight, June 30, 1970, to earn those points for your prizes and tickets for the drawing on that beautiful *Coupe De Ville*.

Set your goal now and plan to attend the seminar at the conclusion of the *Recruit-a-thon*.

Mary Ayers – Georgia
Ann Anderson – Alabama
Velda Anderson – Calif.
Christine Allison – Alabama
Connie Arostegui – Alabama
Betty Ashley – California
Alberta Bond – Indiana
Ann Barineau – Florida
Alice Bannach – Washington
Wanda Beckstrand – California
Laurie Biggs – California
Helen Blake – Alabama
Joyce Breeden – Missouri
Carolyn Brown – Florida
Sue C. Brown – Oklahoma
Grace Buck – California
Jen Buckley – Washington
Carolyn Carter – Georgia
Merle Couey – Florida
Shirley Currie – Georgia
Beth Cole – Utah
Joyce Crane – Mississippi
Janelle Crabtree – Mississippi
Joyce Chrisholm – Tennessee
Lou Clayton – Alabama
Irene Couch – Michigan
Dean Dollar – Florida
Velda Devine – California
June Dalton – Georgia
Lavonne Dvoracek – Calif.
Ruby Edge – Alabama
Carla Edmiston – Virginia
Marlene Eckert – California
Dee Erickson – Montana
Daisy Ewen – Montana
Connie Ferrall – California
Sharon Fulton – Indiana
Linda George – California
Velda Graham – Oklahoma
Dorothy Gray – California
Edith Gustin – California
Louise Hegan – California
Mildred Humpston – Tennessee
H & H Sales – Alabama
Veda Harris – Alabama
Nita Heathington – Alabama
Margaret Homes – Alabama
Doris Hooper – Florida
Mildred James – California
Beverly Jordan – California
Edith Kephart – California
Judy & Edward Kirby – Illinois
Jonell Klapp – Michigan
Joann Krauss – California
Florence Keith – California
Debbie Luken – California
Essie Lee Loftin – Alabama
Ruth Meeks – Tennessee
Margaret Mayhew – California
Yvonne Meredith - Ohio
Merry Mouse Enterprises–Calif.
Pauline Mitchell – Ohio
Betty Monahan – Michigan
Ina McGhee – Alabama
Louise McCarthy – Louisiana
Slyvia Morris – Tennessee
Tippy McConnell – Mississippi
Marge Miller – California
Lucy Morris – California
Ceri Myers – California
Ruth Nash – California
Diana Nelson – Kentucky
Norma Norgluis – Washington
Margaret Perry – Illinois
Jimmy & Lola Person – KY
Dixie G. Rayson – Oregon
Verlee Roark – Missouri
Bonnie Roberts – Florida
Edna Eye – Illinois
Darlene Rasdall – Kansas
Lenore Rumback – California
Lola Schafer – Utah
Dianne Stanley – Alabama
Katie Sanford – Alabama
Glayds Strickland – Alabama
Ann Sparks – Kentucky
Janet Vander Schuur – Mich.
Mary Sue Teague – Alabama
Jean Thomas – Florida
De Mile Tidwell – Alabama
Jeanie Tribble – California
Mimi Wagner – Louisiana
Evelyn Wadsworth – Texas
Carolyn Wiens – California
Chris Wolfe – Florida
Mary Sue Wirth – Oklahoma
Carol Weber – California
Kathryn Womack – California
Elisabeth Worden – California
Johanna Yates – California

NOTES FROM HUNTSVILLE SCHOOL GRADUATES

I attended the school with our District Manager, **Stella Byers.** It is a wonderful school and as a result of this training I feel so confident I am going to be a huge success here in Georgia. Since I have been home my phone has been ringing off the hook as I am still running the enclosed ad. I have around 30 prospects from this ad just waiting to talk with me. My husband and I are holding a gather-

CONTINUED ON PAGE 4

HUNTSVILLE NOTES, con't.

ing next Tuesday night to explain the marketing program and show our products to these leads.

Now I can really put my training to work and hope you'll be hearing good things from me.

I am really looking forward to the Seminar. I hope one of those beautiful cars will be mine.

Best Regards,
June Dalton

This past week, March 2, 3 and 4 my husband and I, along with three other people from Kansas City, attended the Training School in Huntsville, Alabama. **Ann Anderson, Katie,** and **Jack** Sanford are really great people and they are doing such a splendid job teaching to others what they know. *SymbraEtte* is fortunate in having these people in its organization.

Sincerely,

Joyce Breeden

I'm so full of enthusiasm and energy I simply had to write and tell you why.

I've just completed three days and evenings with **Katie** and **Jack Sanford** and **Ann Anderson** in Huntsville, Alabama. To say their training program is excellent is very much an understatement. In addition to fittings, showings, and other necessities on my end of the line, they also covered marketing and recruiting which was most beneficial to my business minded husband.

I feel it should be mandatory that every *SymbaEtte* consultant, new or old, be trained. This training should not solely be the transfer of information from sponsor to recruit, but formal instruction as **Jack, Katie,** and **Ann** provide.

Most Sincerely,

Joy Adkins

I have just returned from the training school in Huntsville, Alabama. It is wonderful and **Ann, Katie** and **Jack** are the greatest people in the world. I hope the school will continue so that everyone will be able to take advantage of their knowledge. I learned so much about fitting and now have the confidence that every consultant deserves.

Thought I would let you know how much I got out of the school and getting to know **Katie** and **Jack** and **Ann.**

Sincerely,

Doris Milleken

later than one (1) week in advance of the class of their choice to insure participation in that class.

Currently scheduled sessions will be held March 31, April 1, and 2. Also, the next session will be April 13, 14, 15. Any one who wishes to attend these sessions or one of the future monthly sessions may write for information and reservation to:

NATIONAL CONSULTANT TRAINING SCHOOL
Ken Bar Inn, Room 224
3312 Memorial Parkway South
Huntsville, Alabama 35801

Ann Anderson *Katie Sanford*

DO A FAVOR?

Do your NEWS staff a favor by making sure that when you attach photos to your news copy that the Scotch Tape DOES NOT overlap into the picture area. If it does, it will show on pic.

This is a couple of pictures of our booth from the Home & Garden Show in Jacksonville, Florida; February 12 through 15. Sure had good response. Still working on those leads. Things are looking great. Especially with the Recruit-A-Thon going. Everyone is really getting in the money. *Chris Wolfe*

NATIONAL CONSULTANT TRAINING SCHOOL SETS NEW DATES

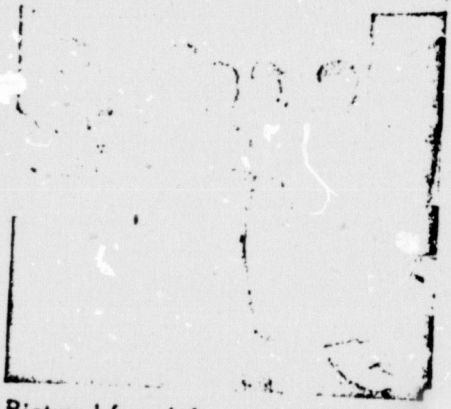
In order to give each one time to make plans well in advance, it has been decided that school will be held as follows:

The third (3rd) Monday, Tuesday, and Wednesday of each month. There will be no unscheduled sessions. Each person desiring to take advantage of this opportunity should have their $10.00 deposit in not

CHATTANOOGA MEETING HUGE SUCCESS!

Recently **Ann Anderson, Katie** and **Jack Sanford** traveled over to Chattanooga, Tennessee, for a sales meeting in the home of **Colleen** and **Jim Chauncey.**

We had a very delightful time and quite a sales meeting. It would be almost impossible to describe the enthusiasm in that group. Chattanooga should produce great things for *SymbraEtte* in the coming months.



Pictured from left are: Ann Anderson, Barbara Lacey, Janet Lytle, Marilynn Burgess, Charlotte Bailiff, Jimmie Doris Robinson, Colleen Chauncey and Katie Sanford.
These girls are well trained, enthusiastic and all hard workers. **Charlotte Bailiff** and **Colleen Chauncey** certainly are to be commended for the groups which they are building there.

Marilynn Burgess went on a local T.V. news program and booked 8 showings from it. How about that for a starter?

Dear Ann, Jack and Katie,

I know no better way to begin the new year than to say *thank you* for the nice reception at National Consultants Training School in November.

I enjoyed every minute of it and feel like I could still sell anything or recruit anyone.

Thanks **Katie** for teaching me that little idea about fitting the customer in the girdle first. I have tried that ever since then and it really works too. I fit two potential recruits in a beauty shop a few days ago. Neither one was interested in a girdle to begin with but I said we should slip this girdle on to see how well you will look in your bra and both girls took girdles as well as long line bras, and the little idea you had **Ann** about our girdles working against the law of gravity...This is very true and I find it very helpful. Only God knows how much I appreciate you people and the wonderful things you have done for me. You people have not only made money for me but become some of the best friends I've ever known.

I always choke up when I talk about my people everywhere. I just love people and love to work with them. I love cooperation and I have always found this with most of my people. However, I would to God my people here in Jacksonville and surrounding area would cooperate. I can get along with anyone who will let me.

Just returned from Ohio and Michigan and believe me they had a white Christmas.

Jack; I sure appreciate your instruction in National Consultants Training School. It has been a tremendous help to me.

Please don't forget to send me the address of the man who will make up those *SymbraEtte* signs for me, O.K.?

I'm looking forward to attending school again with some of my girls after the 19th of this month. I have some in Pensacola who want to come too.

You will be hearing from me soon.

Please try to get everyone to attend. It is great.
Thanks.

Chris' Wolfe

HIGHLIGHTS

A few very special facts that we are very proud of here at National Consultant Training School listed below:

1. Of the nine (9) Regional Managers that we know of throughout the United States, eight (8) are in some way connected with this training program, here in Huntsville.

2. From the first two lists of people who have scored in the new recruiting contest, 21% of that list are graduates of this school.

3. The letters that are being sent in to the News from time to time make us feel that we will have to work harder than ever to live up to the expressions set out in these letters. To each of you who has written in to the News we sincerely say *Thank You* and we only hope that we in some way have managed to help each and every one of you to realize your GOAL in *SymbraEtte*.

4. How many District Managers are there? We do not know but we do know that these very well known District Managers have seen fit to come to see what we have to offer and each one has sent and are continuing to send people from their own group.

Chris Wolfe
Alska Pearce
Beth Vinett
Carla Edmiston
Stella Byers
Avis Morgan
Florence Smith
Micky Davis
Mary Honeycutt

And, of course, we were quite pleased to have **Mr. Carl Simonsen,** come from San Jose to look us over and join in our session.

If you wonder if this course is worth while for **YOU** in operation of a profitable *SymbraEtte* business of your own, just ask some of the people who have been here.

DATELINE DAYTON, OHIO

March 7, 8, and 9th, we spent in Dayton, Ohio, with some very nice people, **Yvonne** and **Dale Merideth,** and **Isobell** and **Carl Aren,** had a weekend meeting at the Imperial House North in Dayton.

Mr. Simonsen and **Dan O'Meara** came in from the Home Office in

CONTINUED ON PAGE SIX

HIGHLIGHTS, continued

Left to Right: Florence Keith, June Dalton, Lillian Culey, Stella Byers.

DATELINE OHIO, continued

San Jose. Katie and **Jack Sanford** were up from Huntsville, Alabama, just to *Tell it like it is* to some 300 people, who are moving to *SymbraEtte*.

Sunday we spent with quite a few people in an informal *give and take* session. **Mr. Simonsen** introduced the *SymbraEtte* line of outstanding garments to the people and **Dan O'Meara** gave some very interesting highlights about the company.

Monday was spent again answering questions and processing applications. **Katie** gave instruction in fitting our new Bras and fitted quite a few of the girls.

We wish to extend our most heartfelt welcome to all of you in the Dayton-Cincinnati area.

Do You Have Time To Recruit?

On our way home from Dayton, we stopped off in Louisville, Kentucky just long enough to recruit *"SymbraEtte by Dot and Shirley"*. We are glad to welcome **Shirley** and **Al Baron**, and **Dot** and **Tom Bently**, into our group. We feel that these folks will make Louisville and the surrounding area aware that *SymbraEtte* has indeed come to town.

'GET WELL' WISHES

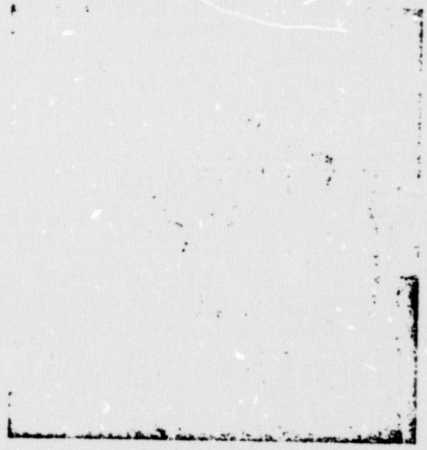
Our "GET WELL" wishes this week are very close to our hearts. To these people that we love and who have meant so very much to us-----GET WELL SOON----**Ann Anderson, Chris Wolfe, Alberta Bond, Sharon Fulton, Virginia Lindsey,** and **Colleen & Jim Chauncey.**

Katie & Jack

FROM FAR AND NEAR

Out of the land of Moss and Palm Trees came District Manager **Alaska Pearce** and her husband **Willard.** From the windswept plains of Kansas and Missouri came District Manager **Avis Morgan** and Supervisor **Marge Alyea.** They came in the rain and in the sleet and snow to attend sessions with the following from Huntsville area: **Joan Simmons, Kitty Gibson, Kathryn Howell, Betty Hines, Jeanette Yate,** and **Estelle Kilgare.**

Betty Hines and **Kathryn Howell** have formed *H&H Sales of Huntsville* and have made Senior Key within the first month out of training.



Front Row, left to right: Avis Morgan, Jeanette Tate, Estelle Kilgare, Marge Alyea, Back Row, left to right: Katie Sanford, Willard and Alaska Pearce, Jean Simmons, Kitty Gibson, Kathryn Howell, Betty Hines, and Ann Anderson.

We are quite pleased that both **Alaska** and **Avis** have gone home and sent people from their groups in to following classes. To each of you we say *Thanks.*

When **Jeanette Tate's** family is over the Flu, we know that she will be off and flying.

FLORIDA IS HEARD FROM... again.

Jean and **Harry Thomas** also have braved the wet, cold, weather that we have had this winter in Huntsville to drive up to attend classes with **Linda Baugh** and **Martha Bice** in an unscheduled session.

Florida seems to be getting the jump on some of the other states in attendance. **Chris Wolfe** and **Bonnie Roberts** have also been in this winter. Others from the *Sunshine State* will be mentioned later.

KANSAS CITY comes back!

It seems that the ice and snow that **Avis Morgan,** D.M., and **Marge Alyea,** Supervisor, encountered during their visit to Huntsville were not enough to dampen the enthusiasm of that very lively group around Kansas City.

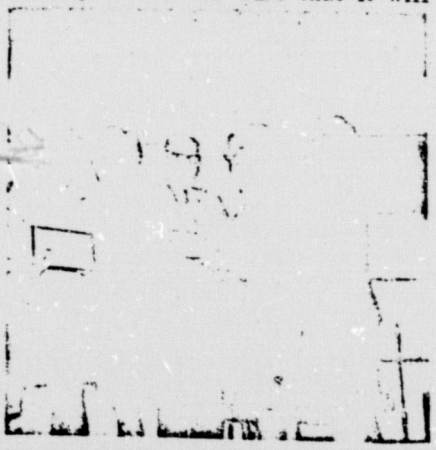
Joyce Breeden and **Joy Ad[illegible]** persuaded their husbands to [illegible] down with them and also from Prairie Village, Kansas, **Doris Milliken.**

Greenville, South Carolina, was represented by **Mary Johnson.** Mary went back home and promptly had a $350.00 showing. Congratulations to you **Mary.**

This group should be one of the top *SymbraEtte* groups in the entire country within the next few months. We expect to hear great things from each and every one of you.

THE BRA MAKER COMES TO HUNTSVILLE!

The week of February 9, 10, 11th, will always stand out in our memory as we are sure that it will with each of you who attended this session. Probably coming from as many different areas and levels of standing in the ladder, as any [illegible] that we have had in our short history.



Pictured left to right: Ann Anderson, Bobbie Picher, Joyce Graves, Carl Simonsen, Sylvia Morris, Katie Sanford.

LOOK FOR THE REST OF "The Bra Maker Comes To Huntsville" or 'That little old bra maker, me' IN NEXT MONTH'S EDITION

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A. Bra. Consultants. Seminar

A BIG SUCCESS!!!

Following are testimonials from some of the graduates:

"Here's what A.B.C. Seminar did for me – From June, 1968... when I joined *SymbraEtte...to* January, 1969, I had sold approximately $300 worth of garments. After attending the seminar, I sold $962.05 in 11 days and booked 17 showings. I'm on my way!! – Ida Tardie.

"Thanks again for letting us join your group for three fabulous days of excellent training. I was especially touched by the lecture on Motivation. Positive Mental Attitude has become a permanent part of my life."– Maxine Boals

"Mainly I learned that I CAN DO IT." – Velda Divine

"I can never put into words, my appreciation for the enthusiasm and motivation generated in our group." – Mary Jacks

"After three days, I'm ready to set the world on 'FIRE'"–Marge 'Fireball' Miller

"I was very impressed and inspired. I'm like a new person."– Linda Gage

"I learned specific facts and figures, descriptive phrases and stories to use in my presentations. I also gained confidence and enthusiasm." – Margaret Mayhew

"The Seminar gave me confidence in myself and enthusiasm in our product–**I caught up six months of loose ends in three days.**" – Mona Anderson

"We students knew what we wanted to do, but were not sure of what course to follow. After being subject to three days of our teacher's confidence and enthusiasm–that's all it took!"– Linda George

"To be able to attend the ABC Seminar is a privilege, not a right. It is the most wonderful opportunity in the world to get your fire started from within with the help of each and every teacher. The one I think we all need is P.M.A. ...God has given us the ability–just let the Seminar have a chance to bring it out." Betty Corona

Thank You:

Stanley and I want to thank each of the instructors of the ABC Seminar for the hours of preparation they have spent for their classes. It gives us great peace of mind to know that every class is conducted by such qualified teachers.

It is still true today...as it was long ago...when Abraham Lincoln said, *"You have let others light their torches at your light of knowledge. This can never diminish you, but only add to the enlightenment of the world".*

Thank you again.

Very truly yours,

Carolyn Wiens

ODDS 'N ENDS

The AVERAGE *SymbaEtte* Consultant is...	**The IDEAL *SymbraEtte* Consultant is...**
Starts work late	**Well sold on her product**
Quits early	**Has a good personality**
Takes a long lunch hour	**Builds confidence**
Is easily discouraged	**Works hard**
Can't handle difficult prospects	**Is enthusiastic**
Doesn't plan properly	**Plans her work**
Is weak in closing	**Knows how to obtain prospects**
Fails to follow *SymbraEtte* policy and instructions	**Has a good sales talk**
Doesn't have a well-organized sales talk	**Can handle human problems in selling**
Is only 50% effective	**Follows instructions well**
	Wears well

SEND IN YOUR STORIES AND PICTURES!

Keep 'em coming! We want everyone to know about your success stories, unusual happenings, parties, new recruits... anything that's news. We want pictures...black and white only... of you or your gatherings, meetings, parties, etc. It is our aim to make this bulletin as personal as possible, so please help us with your news.

Send all news items to the home office, 460 Meridian Avenue, San Jose, California 95126.

Additional copies may be purchased for 5¢ per copy to cover handling.

When writing to the home office always include your discount level, it facilitates identification and speeds your reply.

Example: Jane Smith S.K. or Supv. or D.M. etc.

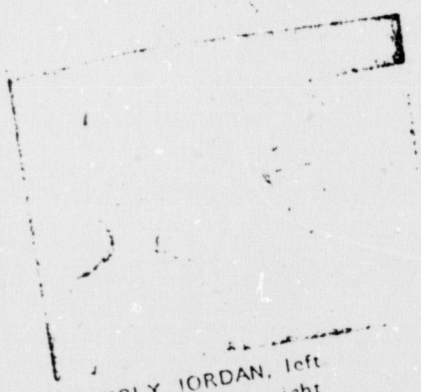
OFFICE COMMENT

Do not include Return Merchandise with Orders.

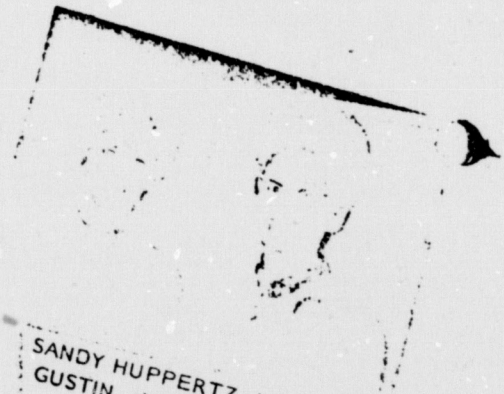
CY-86

598

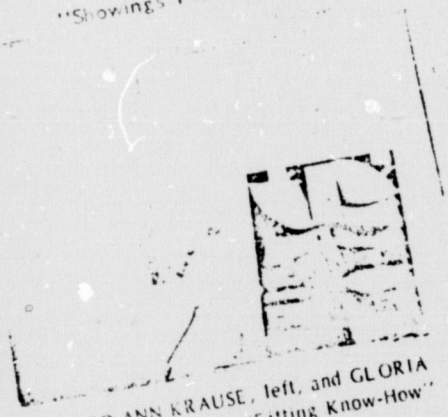
A B ra C onsultants
Seminar



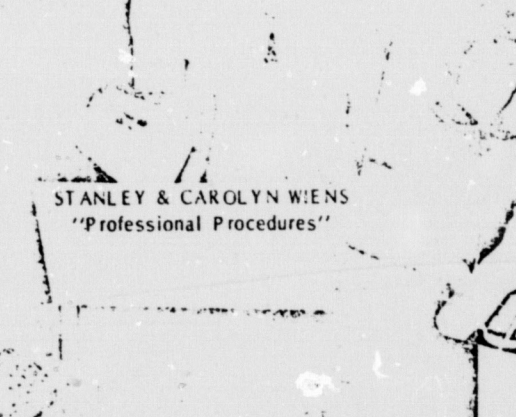
BEVERLY JORDAN, left
CONNIE FERRAL, right
"Showings Planning & Presentation"



SANDY HUPPERTZ, left, and EDITH GUSTIN, right, "Multiply Yourself"

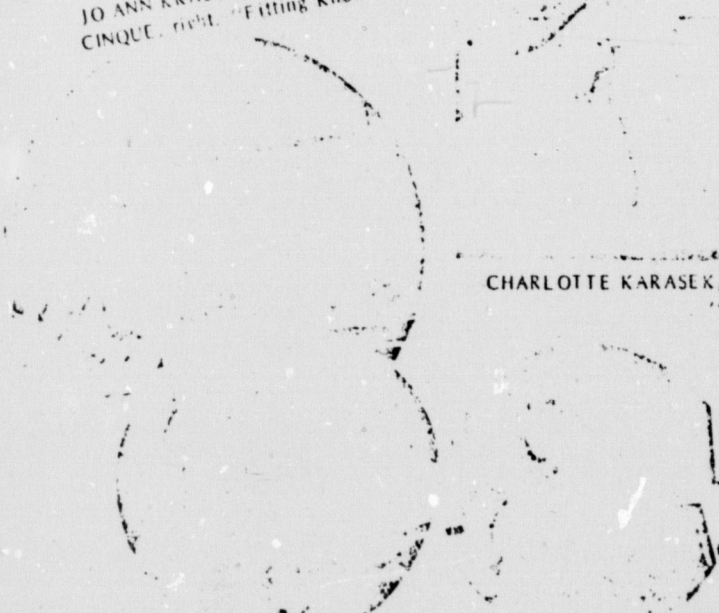


JO ANN KRAUSE, left, and GLORIA CINQUE, right, "Fitting Know-How"

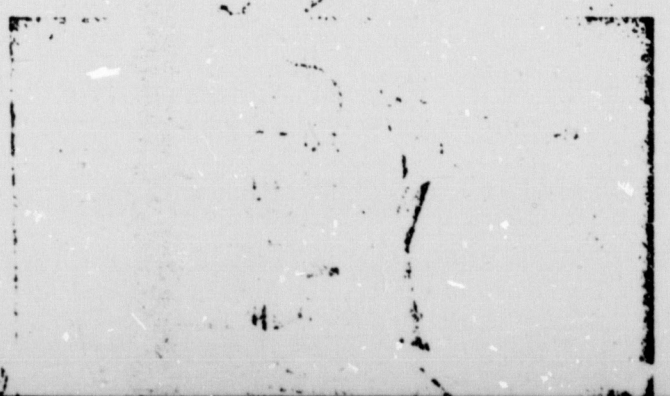


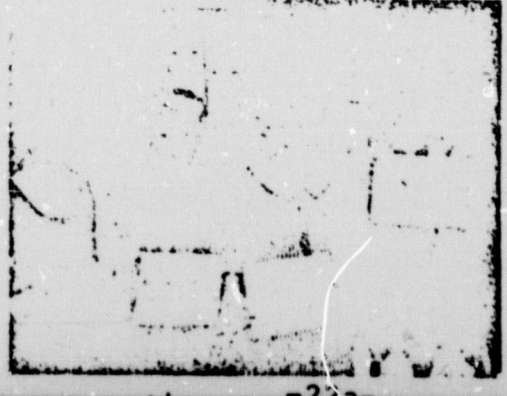
STANLEY & CAROLYN WIENS
"Professional Procedures"

LETA MAE MINEHAN, left,
GERRI MYERS, right,
"Fitting Know-How"



CHARLOTTE KARASEK, left, VIRGINIA RICKARD right,
"P.M.A."





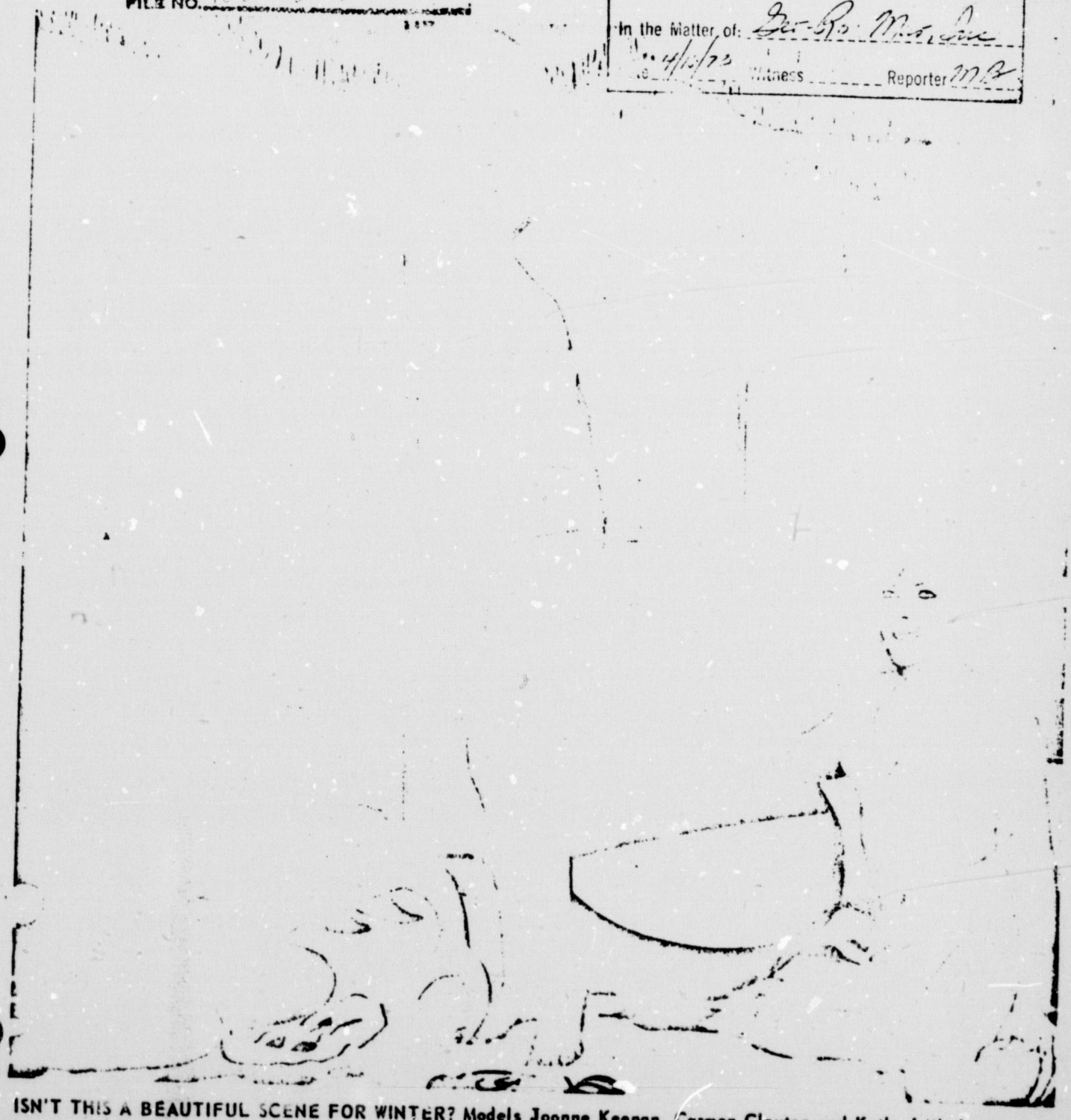
W E S

Symbra·Ette NEWS

460 MERIDIAN AVENUE SAN JOSE, CALIFORNIA 95126
VOL. 2, NO. 4 APRIL–MAY 1970 PRINTED IN USA

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhibit No. 24-H
In the Matter of: Sea-Ro Mfg. Co.
Date 4/6/72 Witness _____ Reporter WB

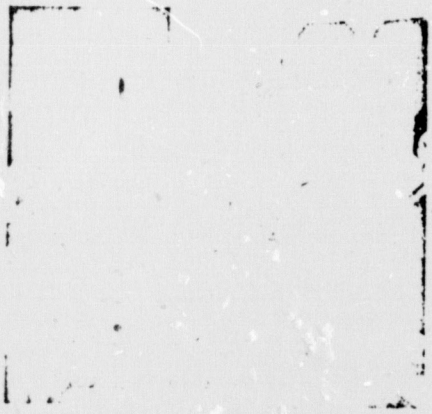
FILE NO. 702-3093



ISN'T THIS A BEAUTIFUL SCENE FOR WINTER? Models Joanne Keenan, Carmen Clayton and Kathy Liikala, wearing custom-fitted SYMBRA'ETTE Swimwear, were photographed at Noreda Clayton's Studio in Flint, Michigan. Great success was achieved in sales and recruiting.

CX-9A

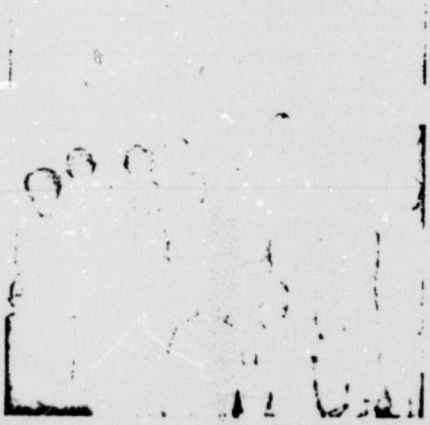
MORE HUNTSVILLE



Left to Right are: Marie Bradfield, June Dalton, Lillian Culey, Stella Byers, Florence Keith, Ann Anderson, June Carter, Katie Sanford

Seven states were represented by this group, as follows:

Jan Green...Possom Kingdom, Texas
Sylvia Morris.....Springfield, Tenn.
Bobbie Richer.....Springfield, Tenn.
Joyce Graves.....WhiteHouse, Tenn.
Marie Bradfield.....Dayton, Virginia
June Dalton.....Decatur, Georgia
June Carter.....Kingsport, Tenn.
Lillian Culey.....DeLand, Florida
Florence Keith.....Fort Payne, Ala.
Stella Byers.....Orlando, Florida
Mary Honeycutt.....Huntsville, Ala.
Micky Davis.....Huntsville, Ala.
Marion Jenkins.....Huntsville, Ala.
Linda Bailey.....Huntsville, Ala.
Helen & Ted Blake..Huntsville, Ala.



Joyce Graves went back home, had flu for a week, then in five days made Senior Key. We congratulate you **Joyce**. It is a great pleasure for us to hear of things like this happening. We know of many such things and will continue to keep you posted as they happen.

Upper East Tennessee will sure know that **June Carter** is a trained Consultant when she gets home. She will be a winner.

THE MIDWEST SPEAKS

From Champagne, Illinois, **Kay Callahan** came down with her sponsor, **Alberta Bond** (from Evansville, Indiana). It appears that the great sleeping giant, the Midwest, is beginning to stir.

From Huntsville at this time were **Berryl Cloud** and **Jerry Mettenhiemer.**

–30–

PRAISE FOR FLINT'S DISTRICT MANAGER

I just had to write and tell you just a few of the things we're doing here in Flint, Michigan.

Noreda Clayton, our District Manager, has started a school for us, to all her group. Great things are being done here.

I've been with *SymbraEtte* for a year now and my enthusiasm just gets greater as I go along. I'll be moving back to my home state of Arkansas this year and plan to build my own group there, but I'm certainly going to miss the girls here, especially my District Manager who has been so much help to me.

Shelby Faulkner

JUST KEEPING BUSY

Enclosed are my immediate orders. Only wanted to add a few words of praise. I'm having the time of my 58 years showing and selling our merchandise.

My greatest pleasure is seeing the surprised expressions on the customer's face after a perfect fitting, young or old, makes no difference.

I have worked in sales a great deal of my life time, but never enjoyed anything so much as this. Keeping my regular customers supplied in Waycross, along with new ones every week in and around Atlanta, keeps one busy enough.

Respectively,

Alene Hicks.

OUR GIRL VEDA

I would like to tell you about our girl **Veda Harris.**

She is a housewife and mother of two sons. Veda had no training in direct selling before *SymbraEtte*. The only place she had worked was part time, about a year, in a Florist Shop.

However, Veda is a most unusual woman. She is friendly, warm and attractive.

Veda worked her way up to Supervisor and learned every step very well. This has been very good and shows in the performance of Veda's recruits.

She is a very sincere person and believe me when I told her she would only have to do two things to be highly successful in direct selling: **No. 1**–See the people (conduct so many parties); **No. 2**–Think only of helping that woman to be more comfortable and more beautiful with *SymbraEtte*, instead of thinking of the Commissions she would earn. (Believe it or not most of our prospects can tell this.) Then keep on keeping on with what works for you.

I am very proud of Veda's work and especially her training of her recruits.

In January she had slowed down

CONTINUED ON NEXT PAGE...

because of the weather, Holidays, etc. But in February her group had $4,775.50; then, in March, $4,603.50. A very large portion was Veda's personal sales. I know she will top ese (figures) in April and she has recruited more (consultants) too.

In February Veda had 26 parties booked for the 28 days in the month. She only had four cancellations. In March she had 21 parties booked and six postponed because of Flu epidemic. In April she has 21 parties booked and so far no cancellations.

Last week (April 12 to 18th) she sold 62 garments and recruited two girls. She conducted five parties and had to drive about 120 miles daily (round trip). I challenge anyone to beat this record!

One of her secrets of success is a planned method. She has a helper hired to make the sales tickets, straighten the suitcase up, talk to the customers about a party, then verify the parties a day before they are booked. This leaves Veda free to *enthuse*, fit and sell sometimes 25 garments on one party.

To me she is the *Ideal Symbra-Ette Consultant*. She has every one of your qualifications for one.

I am enclosing a cartoon (which typifies Veda).

Very sincerely,

Mrs. Allen Smith

THE BRA...
Life of the Party!

A great big welcome to my three newest recruits: **Nellie Meachom, Martha Johnson** and **Helen Sosebec.**

Nellie worked for a very well known manufacturer of bras and girdles. I met her in a beauty salon and she told me she made bras but, she added, *they won't do what this will!* She booked a showing in her home and the night of the showing she decided to sell.

Her first party was given by a Co-worker, and most of the guests were co-workers.

Would you believe that *every* girl left that party wearing a *Symbra-Ette Bra*? Total sales were $197.

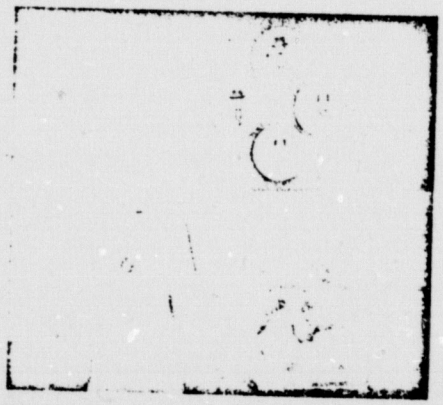
We have no competition..... WE HAVE THE BEST!

Lou Clayton

The Mitchell's have...
"SYMBRA'ETTE FEVER"

If you meet my mother, **Polly Mitchell**, Supervisor, you say, *hello*, and then she sells you a *SymbraEtte*. She calls it, *doing you a favor.*

She ran into her ex Boss's wife



Polly Mitchell (right) and Hostess Marion Quinn at their Bowling Party

at the Beauty Salon, sold her a Bra and got her to book a party. The friend, **Marion Quinn,** invited her Bowling League; they thought a Bra Party was a joke. Some joke; 24 girls came, with *my help* we sold over $300 in bras and girdles.

Better not call my mother's number by mistake or she'll sell you a Bra.

I guess the *SymbraEtte fever* runs in the family; she's got me feeling the same way about helping other people by selling them our garments. We hope to work together with a lot of clubs for the summer.

Mary V. Plunk S.K.

PERK UP!

There is nothing that will perk you up more than a good sales meeting. I would like to give you some ideas from one we had.

Yvonne Meredith made a little talk. She talked about sales volume and recruiting, then went on to talk about attitude and opportunity. She said that the Bra Business is opportunity, only if you think it is and if you think it isn't, you should get out of it. (She has over $2,000.00 sold for this month.) She went on to say that if you aren't excited and have the right attitude, you might as well be dead.

"We don't have bad months, just bad salespeople", Yvonne said. She thanked **Marie Shrader** for her nice month of over $900.00 during February and mentioned the nice December for **Ruth Hoke**; also that **Marge Puckett** is coming out with a nice month in April.

We were having a little display of wigs at the meeting with **Sharon Blanken** styling them, when one of the waitresses came in and bought the one Yvonne had on. She took it off and sold it on the spot. She went around the rest of the day not so dressed up, but had a few more dollars in her pocket.

Isabella Aren is starting her Monday night recruiting meetings. She has extended an invitation to any of us to attend and bring our prospects. I think this is swell of her and will notify you when she is having them.

I made a little trip to **Marie Shraders** house today, and booked two showings over the phone and made appointments for four personal fittings. Just goes to show what a little phone work will do.

Dale Meredith

SHARES HER "LUCK"

I wanted to share a little bit of *luck* with you and perhaps the rest of the girls.

I had a young husband answer one of my ads in the paper. He came to my home to buy a bra for his wife who was back in New York. I had never seen her so explained (via the manikin) how the bra should be put on and also sent written instructions to her as to the fitting and what to look for if it were too large or too small. I asked him what size she presently wore and held up one or two for him to judge. I told him to have her send it back if it was not correct... and believe me I didn't think it would be. After a few weeks I had not heard from her so wrote her a letter telling her of my concern. She replied shortly with a letter and a comment... *"much to my delight it fit!"*... and thanked me for helping her husband and her. She is interested in a swim suit so I mailed her the catalog. I think the catalogs are terrific.

I also had a chiropractor and his wife drive up from the southern border of Colorado one Saturday. He had out her old bras and bent wires, etc., trying to get a bra without pressure points. She went home with two white lace, a black lace, siesta bra, #214, and a panty girdle. Later writing for *another* girdle. I don't think she would have bought as many but he *helped* her decide to. I also showed them the marketing plan over a cup of coffee.

Sincerely,

Phyllis Cain
Denver.

Send in Your Stories And Pictures!

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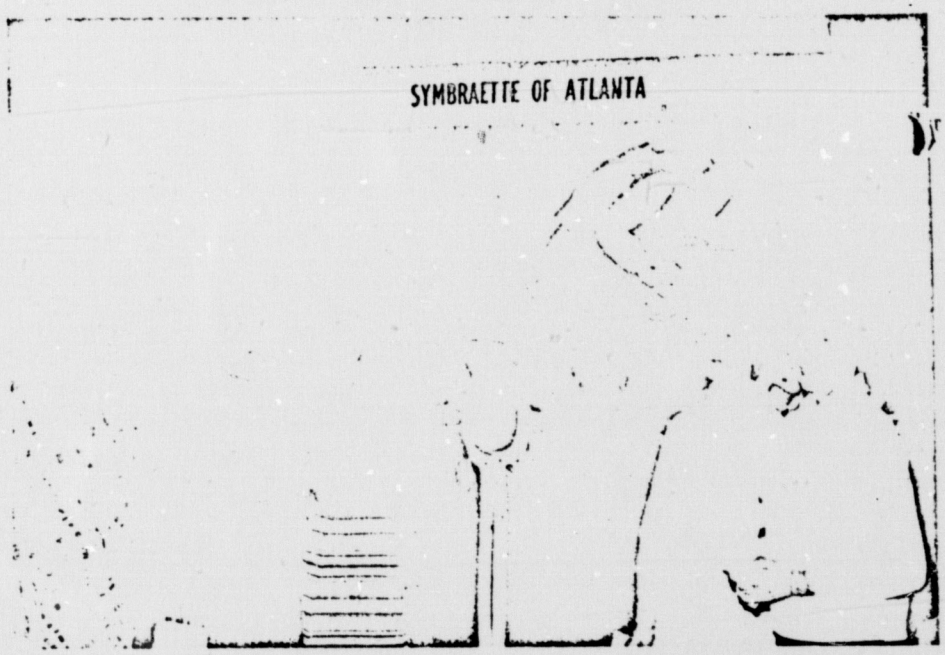
Additional copies may be purchased for 5c per copy to cover handling.

WHAT'S DRAWING ALL THE ATTENTION?



IN PICTURE, Left to Right: Ruby Water, Sandy Partin, JoAnn Hunnicut, Marilyn Olley (Miss Georgia), Edwina Bevill, Mickey Brown and Leona Leffew.

Beautiful girls in swim suits, free brassiers, an attractive booth, and *Miss Georgia* in a *"SYMBRA'ETTE"*. – Feet were sore by the end of the two-day *Dixie Hairdressers Convention* in Atlanta but, hard work and cooperation between the distributors brought smiles of satisfaction as over 800 contacts were written.

SymbraEtte of Atlanta decided to get together and try their own hand at *conventioneering* and met with huge success.

In describing the group **Edwina Bevill** said, ***"The girls just waded into that throng of women with an enthusiasm that I could hardly believe. They passed out brochures, talked to prospective recruits and customers alike, and when all was said and done even the large beauty suppliers who normally dominate this convention looked envious of our success.***

"I truly believe that our Spring Showing carried the convention."

Edwina, who is a District Manager, went on to say how proud she was of **Ruby Water, Sandy Partin, JoAnn Hunnicutt, Marilyn Olley (Miss Georgia), Mickey Brown, Leona Leffew, Etoile Anderson and Ann Mientzer.** ***"All of these girls are some of the best Consultants and business women I know". E.B.***

SymbraEtte.....
...IT SATISFIES!

Mrs. Edwina Bevill
3991 Westmoreland Drive
Kennesaw, Georgia

Dear Mrs. Bevill:

I am writing concerning my recent purchase of one of your *Symbra-Ette* bras. While in Atlanta I bought one *Symbra* and I have thoroughly enjoyed it – clothes fit so much nicer – and I'm wondering now how I could ever wear anything but your marvelous line; the only thing is I'm wearing this one out!

I was at Holiday Inn North) on Howell Mill Road there in Atlanta on March 23, 1970, during one of your fittings. I had the fitting, purchased one bra, size 36E, and gave you a check to cover the price of one and a deposit of $5.00 for another bra. Since my purchase I have moved

CONTINUED NEXT PAGE.....
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back to my home in Kentucky – before closing my checking account there I wrote a check for the balance due on the other bra.

Could you please mail it C.O.D. me? On second thought I'm just sending the check. Please rush me my bra before I wash this one to death! Thank you.

Cathy Wilson

POSITIVE THINKING

We all enjoyed a nice meeting this A.M. with Isabella Aren leading the meeting, giving a wonderful talk concerning positive thinking, planning your work and knowing your product. The waitresses and cooks all quit working and they stood at the doors and listened.

Isabella invited Yvonne and her people to attend her Monday evening meetings and Yvonne is going to help with the fitting school on Wednesday morning. The meetings will be held at **Kuntz's Restaurant,** 1225 Troy Street, Dayton, Ohio, on Monday evening – 7:30 P.M.; and Wednesday morning – 9:00 A.M.; each and every week.

Come and bring your recruit. If not your recruits, bring a friend and we'll help you recruit them.

Come one, Come all–

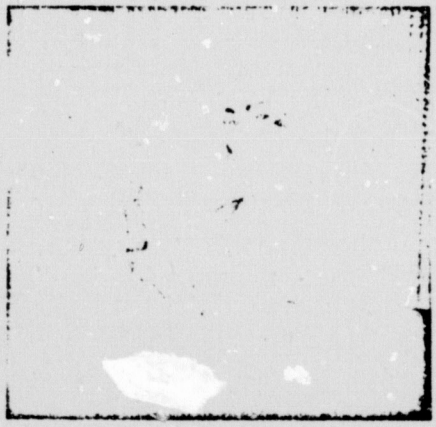
KUNTZ'S RESTAURANT
1225 TROY STREET
DAYTON, OHIO

Get off the Freeway at Stanley and go West to Troy.

Dale Meredith

...te climbs highest who helps another up... and remember... what you get when you reach your goal is not as important as what you become by reaching your goal."

We repeat; do not send in orders for merchandise in the package with return merchandise. The parcel mail is slower and it delays receipt of your orders.



'Honey of the Month', Mary Ann Luba

BETWEEN US
by
HONEY CUPS MARY JACKS

April Sales Meeting

New consultants and guests were introduced first. Then the awards were presented.

Mary Ann Luba, Key Distributor with highest sales was awarded a bonus of $5. Over all sales girl of the month (highest RPV) will be the Honey Cups, *"Honey" of the month.* This months *"Honey"* is **Mary Ann Luba.** She received a bonus of $10.00 and a *busy bee* pin signifying a busy *"honey".* She was also awarded a trophy that will go to the girl with the highest RPV every month. At the end of the year the girl who received the trophy the most will have her name engraved on it and keep it.

Mary Jacks presented **Maxine Boals** with her gift for naming our group.

Other business that was discussed: Introductory Cards to new customers; Flyers for fair leads; once a month training school and Lace Bras.

Our guest speaker **Nan Rothman** gave an inspiring talk on the five points of selling. She left us all very motivated.

The five points of selling are: 1. Get customer attention. 2. Create interest. 3. Confidence in product. 4. Create desire to buy. 5. Closing.

Marge Miller gave everyone their gift of success, a symbol of a tool we all have at our command. *(A telephone).*

JUST AROUND THE CORNER

May 5 (Tue.) 10:00 AM. Sales Meeting. Your sponsor will contact you. May 11 (Mon.) 8:00 PM. Opportunity Meeting, at Mary's and Marge's. May wt (Mon.) 8:00 PM. Progress Meeting, at Mary's and Marge's.

"HONEY" OF THE MONTH

Mary Ann Luba
$1,304.35
runner up
Marge Miller – $1,122.00

BUSY BEES

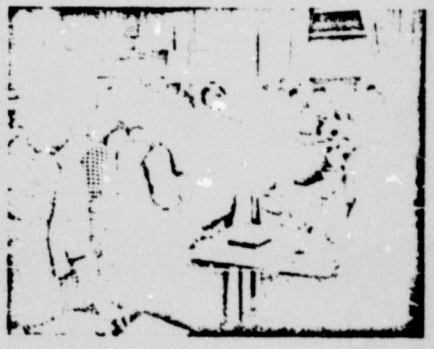
Consultants having personal RPV of over $500.00
Mary Ann Luba – 1304.35
Marge Miller – 1122.00
Linda Gage – 576.00

WORKER BEES

New Consultants
Pat Martin – Senior Key
Sponsor – Marge Miller

Jeannett Forister – Key
Sponsor – Linda Gage

OVER 160,000 ATTEND!



This is the Sport Show in Milwaukee, Wisconsin at which Marge Galecki (right) had many orders for swimwear and [illegible]nwear showings. Marge reports that she is losing a lot of sales right now because of people going on vacation.

If your clothes are not becoming to you, your under garments shou'd becoming from us. SYMBRA'ETTE

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NEWS FROM STELLA BYERS

It has been some time since I have taken the opportunity offered me by the news bulletin to thank my consultants for the excellent work they have been doing in their respective brackets. I would like to first congratulate **Lillian Culey,** Deland, Florida, on her achievements of the past few months. Lillian has been a *Symbra'ette* consultant for almost four years and in that time I have become very close to her and have found her to be a wonderful person. *Lil* has worked very hard in obtaining her goals and it has paid off for her. She knew that the only way to reach her high goals was to build an organization of good consultants who had the ambition to advance in the *Symbra'ette Company.*

In December, 1969, **Jean Thomas** of Daytona Beach, Florida, came into the *Symbra'ette* business as a Senior Key under Lillian and from the beginning Jeannie proved her worth. Jean and Lil are a perfect team... they both went their own ways to SELL, SELL, SELL!

Lillian, Adeline Leinwohl, Judy Hall, and myself made a trip to the New York area to recruit while Jeannie went to work in her own backyard. In the month of March both Lillian and Jean made Supervisor. Lillian proved that to be a success you **must** work for it and Jeannie proved that you don't have to leave your state to reach your goals. Opportunity is anywhere you **look for it.** Congratulations, Jean on your success.

For making Supervisor Lillian received $100 from me and Jean received a *Noreico* Home Make-Up Case for her high R.P.V.

In the month of April, Lillian, with the help of her consultants, went on to become my next District Manager. Congratulations, Lillian on a job well done. ***What a great Regional Manager she will be in the near future.*** And needless to say, **Jeannie Thomas will make it a good race to see who makes Regional Manager first!** Thank you two great girls and thank you consultants who helped them to obtain their goals.

Working with Jeannie Thomas are her Consultants:

Betty Anne Smith, Ormand Beach, Florida.
Christine A. Fritch, Deltona, Florida
Betty T. Motes, Holly Hill, Florida
Jo Ann Button, New Smyrna Beach, Florida.

Working with Lillian Culey are her Consultants:

Jean Thomas and her group.
Joyce Lemanedes, Huntington, N.Y.
Joan Rose, Ridgway, Pennsylvania
Sylvia Jacobs, Jackson Heights, N.Y.
Bob Jay, Deland, Florida.
Theodore Corcoran, Greenwich, Conn.
Helen Benet, Jackson, Mississippi
Adeline Leinwohl, Cresent City, Fla.

I have many fine leaders in my group. **Lorraine Metzler, Lillian Culey, Louise** and **Bob Haley, Elizabeth Lingo, Jean Thomas, Dorothy Byrd, June Dalton, Judith Marsh,** to mention a few. These girls are a success because they have not forgotten that if they did not have the help of their respective groups they would not be as successful as they are today and they would not be able to reach the highest goal in *Symbra'ette;* Regional Manager, without the backing of their consultants. They did not forget that you cannot do it alone. **You must build a close organization.**

June Dalton in Atlanta, Georgia, is working toward District Manager. She plans to reach her goal soon and if ever a gal deserved success it is my sweet little June. This *Georgia gal* has the personality to be a top consultant in any field and I am pleased that she chose to represent *Symbra'ette.* June proves that kindness breeds success... and a success she is and always will be in *Symbra'ette.*

New Consultants in the Byers Group.

Ann Bodine, Princeton, New Jersey
Ted Corcoran, CosCob, Connecticut
Lillian Drum, Indiantown, Florida
Nancy Fort, Orlando, Florida
Edna Frey, Winter Park, Florida
Sylvia Jacobs, Jackson Heights, N.Y.
Eleanor Krol, Altamonte Springs, Florida.
Joyce Lemonedes, Huntington, Long Island.
Earlene Malans, Orlando, Florida
Dorothy Moye, Orlando, Florida
S. Dorothy Kaplan, Stamford, Conn.
Kathryn Smith, Orlando, Florida
Sydney Thompson, Winter Park, Fla.
Minnie Williams, St. Petersburg, Fla.

Last, but certainly not least, I want to thank all my consultants for helping me to obtain my goal of Regional Manager. If it were not for you I would never have made it! You are a wonderful group of consultants and I am deeply grateful for your help.

Stella Byers

LATEST "RECRUIT-A-THON" LIST

The people on this list will be at the *Symbra'ette* Seminar (Time and Place to be announced later). Every recruit they've signed is worth **points** in the forthcoming drawing.

You say **you're** recruiting? But you don't see your name on this list. Better check up and make sure that you sent the Home Office **full details** on your recruits. Otherwise you can lose out on your chance at some of the most fabulous prizes you ever saw.

Grand Prize, as you know, is that beautiful prestige car for 1970, the Cadillac *Coupe de Ville.* Can't you just see yourself behind the wheel? It can be a dream come true if you keep at that recruiting.

And the DOOR PRIZE... W

A $1,500 MINK COAT! Wouldn't you like to have **that** wrapped around you?

You're still not on this list? You'd better get with it! Deadline is June 30th. Get out there now and RECRUIT!

-28a- CONTINUED NEXT PAGE.....

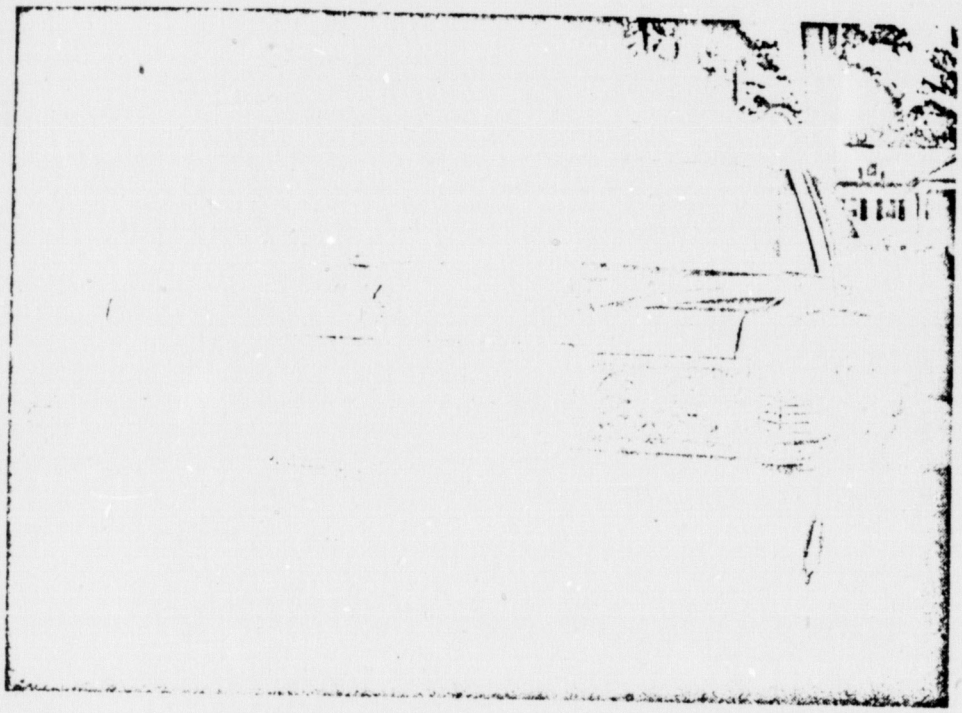
Mary Ayers – Georgia
Ann Anderson – Alabama
Velda Anderson – Calif.
Christine Allison – Alabama
[illegible]nie Arostegui – Alabama
Betty Ashley – California
Alberta Bond – Indiana
Ann Barineau – Florida
Alice Bannach – Washington
Wanda Beckstrand – California
Laurie Biggs – California
Helen Blake – Alabama
Joyce Breeden – Missouri
Carolyn Brown – Florida
Sue C. Brown – Oklahoma
Grace Buck – California
Jen Buckley – Washington
Carolyn Carter – Georgia
Merle Couey – Florida
Shirley Currie – Georgia
Beth Cole – Utah
Joyce Crane – Mississippi
Janelle Crabtree – Mississippi
Joyce Chrisholm – Tennessee
Lou Clayton – Alabama
Irene Couch – Michigan
Dean Dollar – Florida
Velda Devine – California
June Dalton – Georgia
Lavonne Dvoracek – Calif.
Ruby Edge – Alabama
Carla Edmiston – Virginia
Marlene Eckert – California
Dee Erickson – Montana
Daisy Ewen – Montana
Connie Ferrall – California
Sharon Fulton – Indiana
Linda George – California
Velda Graham – Oklahoma
Dorothy Gray – California
Edith Gustin – California
Louise Hegan – California
Mildred Humpston – Tennessee
H & H Sales – Alabama
Veda Harris – Alabama
Nita Heathington – Alabama
Margaret Homes – Alabama
Doris Hooper – Florida
Mildred James – California
Beverly Jordan – California
Faith Kephart – California
[illegible] & Edward Kirby – Illinois
Jonell Klapp – Michigan
Joann Krauss – California
Florence Keith – California
Debbie Luken – California
Essie Lee Loftin – Alabama
Ruth Meeks – Tennessee
Margaret Mayhew – California
Yvonne Meredith – Ohio
Merry Mouse Enterprises–Calif.
Pauline Mitchell – Ohio
Betty Monahan – Michigan
Ina McGhee – Alabama
Louise McCarthy – Louisiana
Slyvia Morris – Tennessee
Tippy McConnell – Mississippi
Marge Miller – California
Lucy Morris – California
Ceri Myers – California
Ruth Nash – California
Diana Nelson – Kentucky
Norma Noreluis – Washington
Margaret Perry – Illinois
Jimmy & Lola Person – KY
Dixie G. Rayson – Oregon
Verlee Roark – Missouri
Bonnie Roberts – Florida
Edna Eye – Illinois
Darlene Rasdall – Kansas
Lenore Rumback – California
Lola Schafer – Utah
Dianne Stanley – Alabama
Katie Sanford – Alabama
Glayds Strickland – Alabama
Ann Sparks – Kentucky
Janet Vander Schuur – Mich.
Mary Sue Teague – Alabama
Jean Thomas – Florida
De Mile Tidwell – Alabama
Jeanie Tribble – California
Mimi Wagner – Louisiana
Evelyn Wadsworth – Texas
Carolyn Wiens – California
Chris Wolfe – Florida
Mary Sue Wirth – Oklahoma
Carol Weber – California
Kathryn Womack – California
Elisabeth Worden – California
Johanna Yates – California
Anna Marie Horowitz.....California
Dorothy Hammett.....California
C. J. *'Tex'* Foust.....Texas
Mrs. Carmicheal.....Washington
Maxine Horst.....California
Mona-Rae Anderson.....California
Edith Cox.....Montana
Sherryl Mayhew.....California
Eva Bowman.....California
A. Paul Brockman.....Georgia
Elizabeth Ling.....Florida
Margarol Scott.....Ohio
Betty Heurta.....California
Linda Gage.....California
Beverly Vasquez.....California
Jean F. Thomas.....Florida
Irene Couch.....Michigan
Bertha Kimsey.....Washington
Carolyn Brown.....Florida
Flora Jaramillo.....California
Ida Langston.....Georgia
Jeanette Forister.....California
Marlene A. Wolff.....California
Carrie M. Roberts.....N. Carolina
Lillian Culey.....Florida
Kaled McGaffey.....Michigan
Ruth Mouzon.....Alabama
Fannie Coleman.....Alabama
Mildred Ray.....California
Barbara Bradley.....Louisiana
Arlene Mink.....Mississippi
Nellie Hodge.....Ohio
Joyce M. Stone.....Georgia
Mary Honeyicutt.....Alabama
Ida Chang.....Hawaii
Lil Brannan.....Florida
Betty Ehret.....California
Doris McBride.....California
Sandra S. Partin.....Georgia
Fay S. Arnold.....N. Carolina
Jim & Becky Williams.....Alabama
Cora L. St. Clair.....Alabama
Betty L. Corona.....California
Gloria Terry.....N. Carolina
Tresemond's.....Tennessee
Dorothy L. Moye.....Florida
Janet Lytle.....Tennessee
Marsha Imrie.....California
Mo-Nay Distributors.....California
Cheri Canterbury.....Washington
Louise Mull & Myrtle Poole...Illinois
Beverly Lewellen.....Illinois

If you are a recruiter in the contest and your name does not appear on this list, it is because the application for your recruit was incomplete in some respect – no I.D. number – no phone number, etc. Please answer the Home Office notes requesting the information needed so the file for your recruit can be completed.

"The mistake you made yesterday was a bad one... if you learned nothing from it."

CX-9G

GRAND PRIZE



1970 CADILLAC COUPE DE VILLE

IN

Symbra·Ette Recruit-athon

THINK
CADILLAC...
THINK
MINK!

It's getting closer and closer to that exciting day when some lucky lady... **YOU** perhaps... will drive away in a brand spanking new 1970 *Coupe de Ville* Cadillac; or slink away in marvelous Mink!

Are YOU going to be there?

Where?

Why, at *Symbra'ette's* Recruit-A-Thon Drawing. Time and place of the Seminar, where this drawing for Thousands of Dollars in fabulous prizes will be held, will be announced later.

Where are you today in *Symbra'ette's* Recruit-A-Thon? Bottom of the ladder or gunning for the top? This is the time to make a point to make those points that give you Drawing Tickets... each a golden opportunity toward winning a beautiful prize.

Opportunity is knocking... it's rattling the windows... shaking the walls *(are you listening?)*... but not for long! It'll stop on June 30th and then you'll be out of luck... especially if you're not out recruiting NOW!

Put yourself in the driver's seat of the prestige car that says to everyone you meet... I *have arrived.*

Stroll into any room in that fabulous Mink Coat and you will draw every eye... *a great time to tell them how you got your beautiful mink coat by recruiting for Symbra'ette... don't forget to tell the girls about our Custom-Fitted Products.*

There are other cars to be earned in *Symbra'ette's* fabulous contest, plus many other wonderful prizes you'll love to own. You can earn a *Wildcat, Caprice, Malibu, Nova* or the *VW 'Fastback'* if you want but the Cadillac shows that you've tried harder and made that *extra effort* to put yourself at the top of the *Symbra'ette* Ladder of Success.

Can you see yourself now embraced by a magnificent Mink Coat? It can be yours if you get out there *now* and recruit, Recruit, RECRUIT. The DOOR PRIZE isn't the only Mink in the Bra Maker's locker. He's got plenty more mink coats and other fabulous prizes where that one came from, waiting for the winners who are out right NOW pushing their Recruiting over the top.

Where are YOU today in the RECRUIT–A–THON?

CX-91

Symbra'ette NEWS

...ERIDIAN AVENUE
VOL. 2, NO. 5 JUNE-JULY, 1970 SAN JOSE, CALIFORNIA 95126
PRINTED IN USA

WILL YOU BE THE ONE TO WIN THIS RANCH MINK COAT AT THE SYMBRA'ETTE SEMINAR?

Denver August 28, 29 & 30

EVERYONE ATTENDING HAS AN EQUAL CHANCE TO WIN!!

Simonton
ORDINE 10-1-70
BY Jerome M. Stern Jr.
FILE NO. 702-

FEDERAL TRADE COMMISSION
Docket No. 8772 Exhibit No. 104
In the Matter of: Best Products
Date 9/2/72 Witness Reporter SMB

CX-10A

GERMANY IN THE NEWS

Recruiting is surely one of the best ways Symbra'ette Consultants have of sharing their happiness. It makes a friend, relative, or customer happy by giving her the opportunity to make extra money, meet new people and share in the pride and pleasure which comes with a Symbra'ette career.

I have been in Germany one year and have concentrated all of my efforts to Sales and Service of our Symbra'ette garments. Each day has been a satisfactory, productive day for me here. Recently, I offered the opportunity of becoming a Consultant to one of my friends, who has been a very good customer. She accepted with enthusiasm and great ideas. Truly, sharing this opportunity with Polly Ledford spells success for both of us. Polly's bubbly personality and her personal liking of people, all add to her reasons for wanting to share her Good Luck with others.

Judy Hall

RUTH MOUZON MAKES DISTRICT MANAGER IN RECORD TIME

Special Congratulations are in order for Ruth who came into the Symbra'ette business as a Senior Key on April 10, 1970, made Supervisor May 1, 1970; recruited seven direct Consultants and became District Manager June 1, 1970. This is an outstanding example of the Symbra'ette opportunity to advance as fast as you want to and Ann Anderson is proud to have her and her husband Fred in her group. Regional Manager when Ruth??

* * * * *

THOUGHT FOR THE MONTH

Your Key to Success in this business is Sell, Recruit, and Train, in exactly that order!! Ask yourself the question, "If I had 10 recruits selling and recruiting the same amount that I am, would I be happy with them?"

A DOUBLE FEATURE AT COVINA BOWL.....2 DISTRICT MANAGERS PROMOTED

Sandy Huppertz joined the Symbra'ette organization in January of 1968. She has had her eye on this goal from the very start! Sandy is loved and appreciated by all the girls in her group, which is not confined to California alone, but also in Ohio and Pennsylvania (which shows that it pays to take the Kit along when you go on vacations). Sandy is only 27 years old, so she should have many wonderful years ahead with her Symbra'ette career! Her husband, Norm, and her young son, Shawn, are behind her 100%.

Geri Myers joined Symbra'ette in September, 1967. Her group is composed of 15 consultants in Oregon, Minnesota, Maryland, and California. She is a very capable leader, and though her group is small we know it will multiply and she and her consultants will climb high! With this in mind, she is calling her organization, "Geri's High Climbers" Congratulations, Geri, and again, you have proven the old saying, "persistence knows no failure," to be true. Our wish is that your success will be as great as you want it to be!

EDITH GUSTIN
CAROLYN WIENS

BETTY HUERTA, NEW D.M., NAMES HER GROUP "THE V.I.P.'S".

As Sandy Huppertz pinned the orchid on her new D.M., she whispered, "I knew you were a winner!" Betty has had the reputation of being HIGH SALES GIRL almost every month. We have watched with pride as this girl kept her eyes on the goal that she had set for herself, and she always said, "I know just what I have to do to make it to the top, and it's really easy if you'll just get in there and work!!"

We can remember when Betty drove over to attend a Sales Meeting at the Covina Bowl. She was, at that time, a manager for Tupperware and driving a new car that her company furnished her. She had a big decision to make, for if she switched over to selling Symbra'ette, it would mean turning in her car, which is just what she did that very day!! Let anyone ask her today if she is glad that she made that decision! Betty has picked a winning name for her organizatio for she realizes that each and ev girl is truly a "VERY IMPORTANT PERSON." Good Luck, Betty, but remember, there is still another rung on the Symbra'ette ladder, and if we know you, your eyes are already set on that goal!!

Edith Gustin

SOUTHERN CALIFORNIA COUNTY FAIR AT DEL MAR

Thousands of women in the San Diego area were introduced to the Symbra'ette bra in the first week of July. They were impressed and wanted to know more about our unique products.

The attractive display booth was manned by Edith Kephart, Fran Newell, Margaret Von Dran, Jeanne Tribble and Peggy Bough.

Many hundreds of women signed registration cards for a personal fitting. These Symbra'ette Consultants are really going to be busy for the next few months following up all those leads – which will mean SALES, SHOWINGS AND RECRUITS Watch the San Diego gals go now!!

Left to Right: Peggy Baugh, Carolyn Wiens, Jeanne Tribble, Dr. Sonia Garutso, Fran Newell, and Margaret Von Dran. Edith Kephart (who isn't shown here) also helped "man" the booth.

CX-10 B

MARY PICKS A WINNER

You've heard of "My Gal Sal", Well, I wish to introduce you to "My Gal Mary," Mary Wood, that is, of New Castle, Indiana. Mary joined Symbra'ette the very last week of April, 1970. During the month of May, she worked like a real trooper and moved up to Supervisor with a volume of $4,555.50! She recruited 9 distributors in May, her very first month in the business! She has recruited approximately 4 more in June and she tried very, very hard to make District Manager during June, but didn't quite make it. Mary wasn't too disappointed, though, because she said she WILL make it in July and she feels it's better not to move up too fast, because, you can build a more solid foundation for your group if you go a little slower. She certainly has the right idea. Three of Mary's new distributors reached Senior Key positions their first month in the business, also. Mary told me her goal is to become "financially independent" in Symbra'ette. I'm sure she will reach her goal. I wish I had a hundred like her!"

Mary Gillespie

* * * * *

ANOTHER SYMBRA'ETTE "EVERYONE CAN WIN" PROMOTION!!!!

The only competition you have in this July-August recruiting promotion is yourself. You can earn $50 or up to $1000 during this six week period, by recruiting new consultants into your group -- and don't overlook the fact that you will continue to earn on your consultants as long as each of you remains in the Symbra'ette business, so you win both ways.

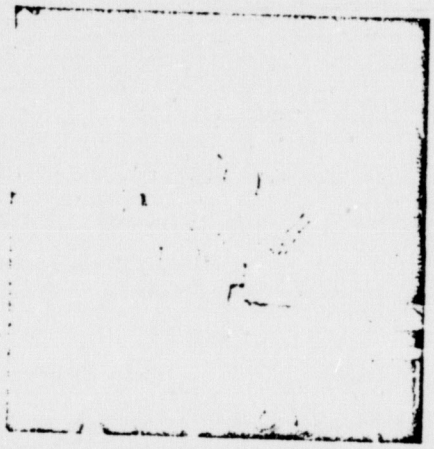
Set your sights high and Good L[illegible].!!!!!

RECRUIT!!!

* * * * *

BE SURE TO ATTEND YOUR WORKSHOP!!

If you need help, this is where you get it!!



Left to Right: Merry Broom, Joanne Keenan (model), Noreda Clayton, Rhoda Cogswell

SATISFIED STUDENT

I have just returned from Southern California where I attended the ABC Seminar conducted by Carolyn and Stanley Wiens' orgarization.

From the Business Opportunity Meeting with its thorough explanation of the marketing plan, my new found friends and classmates, the sharing of "fitting know-how", instructions on recruiting, how to properly conduct showings, and sharing of personal experiences of the teachers, to the inspiring lecture on Positive Mental Attitude, this was a most rewarding experience.

Beverly Jordan, my supervisor, was most helpful. Not only did she spend 4 or 5 hours with me one evening, but she also loaned me part of her kit containing the new bras, #212, #213, and #214, for some individual fittings I had scheduled there, and the result of this was that I sold $177.00 worth of garments and have a possibility of 4 new recruits from that area. All four plan to attend the ABC Seminar in June.

I would like to thank Carolyn and Stanley Wiens and all of the teachers involved in the ABC Seminar, May 12, 13, and 14.

It is the greatest feeling to be part of an organization who not only has a marvelous product, but who also stresses sincerity, honesty. personal appearance, sharing of experiences, and offers a marketing plan providing financial stability.

Mina J. Garrett

PRAISE FOR FLINT'S DISTRICT MANAGER

Before I start out my day today I must tell you what happened yesterday. Noreda Clayton held a training session for my group in Traverse City. I know every single girl learned so much that Noreda changed all of their lives!! If they all don't go to the top it will be a surprise.

Today will be a much better day as the excitment and knowledge just had to rub off. Just watch the R.P.V. and recruiting grow greater in Michigan.

We all have been shown how. All we have to do now is put our knowledge to work for us.

Noreda truly is a leader and I couldn't find a better way to thank her for helping my girls and myself than telling you about it.

Betty Monahan

Editor's Note: It must have been a wonderful meeting -- Betty made District Manager in May.

Bonnie Albright, my new recruit from Westland Michigan. Her husband shows as much enthusiasm as she does. I'm looking for big things from this gal.

Noreda Clayton

* * * * *

We repeat; do not send in orders for merchandise in the package with return merchandise. The parcel mail is slower and it delays receipt of your orders.

NEWS FROM ATLANTA

Welcome to Symbra'ette, Shelba Jean Morrison of Atlanta, Georgia. Shelba is a girl with the quality that can make any girl a success with Symbra'ette, DETERMINATION!!! She started as a Key Distributor February 17, 1970 and immediately set her goal to become Senior Key in March and she did just that! She has been going strong ever since. At this rate she'll be up that ladder soon. She has set her goal for June to recruit 5 Keys and with her determination she'll do it!

I would also like to welcome Key Distributors Brenda Portwood of Atlanta and Roxie Brady of Decatur, sponsored by my Senior Key, Carolyn Carter. I know you'll be happy you chose this most rewarding business.

Senior Key, Carolyn Carter of Atlanta recently had an unusual experience. She was training a new recruit at a showing and was called home to see about her little son, who had been slightly injured. She turned the showing over to her new recruit and told her to do the best she could until she returned. However, she didn't make it back before the showing was over. Her new recruit called her after the showing and told her she had to leave for a few hours and she could find her bra case in the bedroom and gave her instructions for finding the key to get in. Carolyn and her young son returned for her case around 9:00 PM. When they were walking out of the bedroom, they were affronted by a ferodious dog. Carolyn instantly remembered her recruit talking earlier about her mean dog. They ran back into the bedroom and decided it best not to leave until someone rescued them. The big dog stayed outside the door growling at his captives. Since there was no phone available, Carolyn and Wayne made themselves at home from 9:00 to midnight when a member of the household came home and rescued them.

Carolyn only wishes she could have been fitting customers during those three long hours!

June Dalton

CONNECTICUT IN THE NEWS

April showers brought me to New York and I spent 2 weeks there on a recruiting compaign. I would like to introduce my Consultant, from Stratford, Connecticut, Dorothy Kaplan. Miss Kaplan joined our Symbra'ette family with much enthusiasm, beaming personality, and the know-how of setting up a professional business in her home. She has been very successful and has offered this great opportunity to others. We'll be hearing good news from the Connecticut area now. Good luck, Miss Kaplan.

Judy Hall

FLORIDA SUCCESS STORY

I have many Success stories in my group, but I am taking this time to pay special recognition to my newest D.M., Dot Byrd from Jacksonville, Florida. Dot's growth in my group is a tribute to her effort and loyalty, and steady hard work. She has a great group working with her, and she is in constant contact with each lady she has sponsored. Dot keeps these ladies trained in the Selling and Recruiting field, and motivates them with all of the know-how she has. The opportunity with Symbra'ette has been a real challenge for Dot, and, in turn, she has offered this opportunity to many others.

It is very rewarding to have Dot Byrd in my group. Congratulations Dot, and thank you.

Stella Byers

10 COMMANDMENTS FOR SATISFYING CUSTOMERS

1. Our customers are our most valuable asset, and the most important people in our business
2. Our customers are NOT dependent upon us, we are dependent on them.
3. Our customers are the purpose of our service, without them there would be no Symbra'ette Consultants.
4. Our customers are not just names on our books, but flesh and blood human beings who have as much right to be satisfied as we ourselves.
5. Our customers are not "outsiders" but a very necessary part of our business.
6. Give your customers SERVICE, and they will give you referrals.
7. Our customers are free to take their business wherever they wish whenever we fail to give them satisfactory service.
8. Our satisfied customers are an army of Ambassadors of Good Will for Symbra'ette.
9. Our profits depend NOT only on getting customers, but on keeping them satisfied with everything we do in their behalf.
10. Satisfied Customers are the Life Blood of our business, and every business in America, for without them there would be no business.

Send in Your Stories And Pictures!

Keep 'em coming! We want everyone to know about your success stories, unusual happenings, parties, new recruits . . . anything that's news. We want pictures . . . Black and white only . . . of you or your gatherings, meeting parties, etc. It is our aim to make this bulletin as personal as possible, so please help us with your news.

Send all NEWS ITEMS to the home office, 460 Meridian Avenue, San Jose, California 95126.

Additional copies may be purchased for 5c per copy to cover handling.

CX-10 D

Symbra-Ette

460 MERIDIAN AVE. SAN JOSE, CALIFORNIA 95126

CONSULTANT APPLICATION

(PLEASE PRINT HARD - you are making an original & three copies)

Date ____ Area Code ____ Phone ____

Name ____

Address ____

City ____ State ____ Zip Code ____

FEDERAL TRADE COMMISSION
DOCKET NO. 8972 COMPLAINT Exhibit No. 11
In the Matter of Ger-Ro-Mar, Inc.
Date 4/6/73 Witness ____ Reporter M.C.

☐ Single ☐ Married Date of Birth ____ Soc. Sec.# ____

Spouse's name and occupation ____

Employment history including sales experience ____

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING:

As a condition of this agreement, I agree to purchase and sell Symbra'ette products according to the procedure set forth in the Sales Manual and referred to in the Rules and Regulations. Said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto. Violation of any of the aforementioned ethical standards and itemized rules or sound business practices shall be considered just cause for the termination of all contractual arrangements between Ger-Ro-Mar Inc. and the violator.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

That I am an independent contractor and not an employee or agent of Ger-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture: I agree to defray all cost of the selling and distributing of Symbra'ette products and to save Ger-Ro-Mar Inc., harmless from all of said costs. It is understood and agreed that Ger-Ro-Mar Inc. is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the undersigned terminates his association with the company or fails in this business venture. I understand that returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.

It is understood that as an independent contractor I may sell or otherwise dispose of my business. In the event of my death, my heirs, administrators, or executors may continue operating my business. I hereby agree, for myself, my heirs, administrators, executors or assigns to notify the company within thirty (30) days should any of the aforementioned contingencies occur. I understand that this agreement may be terminated at any time, by me, with notice.

I have read and understand this agreement and agree to abide by it.

APPLICANT'S SIGNATURE ____ EXHIBIT 24

DATED ____ 10/1 ____ 19 76

SPONSOR'S SIGNATURE BY Jerome M. Strauss EXAMINER

SPONSOR'S ADDRESS

CITY AND STATE FILE NO. 702-3493 ZIP CODE

INITIAL ORDER R.P.V. (ENTER AMOUNT)

Order Drop Shipped from Company	Order Shipped by Sponsor
$	$

(1) NAME OF APPLICANT – Write name of applicant in the capacity he joins the organization

KEY DISTRIBUTOR ____

SENIOR KEY ____

SUPERVISOR ____

DISTRICT MANAGER ____

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR ____

SENIOR KEY ____

SUPERVISOR ____

DISTRICT MANAGER ____

REGIONAL MANAGER ____

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR ____

SENIOR KEY ____

SUPERVISOR ____

DISTRICT MANAGER ____

MANAGER ____

REGIONAL

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY ____

SUPERVISOR ____

DISTRICT MANAGER ____

REGIONAL MANAGER ____

PLEASE SEND WHITE COPY OF APPLICATION TO HOME OFFICE • CANARY – TO DISTRICT MANAGER OF SPONSOR • PINK – APPLICANT'S COPY • GOLDENROD – SPONSOR'S COPY

Printed in U.S.A.

Form 1211

Symbra-Ette

480 MERIDIAN AVE. SAN JOSE, CALIFORNIA 95126

CONSULTANT APPLICATION

(PLEASE PRINT HARD - you are making an original & three copies)

Date _____ Area Code _____ Phone _____

Name _____

Address _____

City _____ State _____ Zip Code _____

☐ Single ☐ Married Date of Birth _____ Soc. Sec.# _____

Spouse's name and occupation _____

Employment history including sales experience _____

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I have read and understand this agreement and agree to abide by it.

APPLICANT'S SIGNATURE _____

SPONSOR'S SIGNATURE _____

SPONSOR'S ADDRESS _____

CITY AND STATE _____ ZIP CODE

EXHIBIT _____
OBTAINED 10-1 1970
BY Jerome M. Steiner, Jr.
ATTORNEY-EXAMINER
FILE NO. 702-3493

INITIAL ORDER P.V. (ENTER AMOUNT)

Order Drop Shipped from Company	Order Supplied by Sponsor
$	$

(1) NAME OF APPLICANT - Write name of applicant in the capacity he joins the organization.

KEY DISTRIBUTOR
SENIOR KEY
SUPERVISOR
DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR
SENIOR KEY
SUPERVISOR
DISTRICT MANAGER
REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR
SENIOR KEY
SUPERVISOR
DISTRICT MANAGER
MANAGER
REGIONAL

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY
SUPERVISOR
DISTRICT MANAGER
REGIONAL MANAGER

PLEASE SEND WHITE COPY OF APPLICATION TO HOME OFFICE ● CANARY - TO DISTRICT MANAGER OF SPONSOR ● PINK - APPLICANT'S COPY ● GOLDENROD - SPONSOR'S COPY

Printed in U.S.A.

61 31

Form 12169

Symbra·Ette

460 MERIDIAN AVE. SAN JOSE CALIFORNIA 95126

CONSULTANT APPLICATION

(PLEASE PRINT HARD - you are making an original & three copies)

Date _____ Area Code _____ Phone _____

Name _____

Address _____

City _____ State _____ Zip Code _____

☐ Single ☐ Married Date of Birth _____ Soc. Sec.# _____

Spouse's name and occupation _____

Employment history including sales experience _____

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING:

As a condition of this agreement, I agree to purchase and sell Symbra'ette products according to the procedure set forth in the Sales Manual and referred to in the Rules and Regulations. Said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto. Violation of any of the aforementioned ethical standards and itemized rules or sound business practices shall be considered just cause for the termination of all contractural arrangements between Ger-Ro-Mar Inc. and the violator.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

That I am an independent contractor and not an employee or agent of Ger-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture: I agree to defray all cost of the selling and distributing of Symbra'ette products and to save Ger-Ro-Mar Inc., harmless from all of said costs. It is understood and agreed that Ger-Ro-Mar Inc. is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the undersigned terminates his association with the company or fails in this business venture. I understand that returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.

It is understood that as an independent contractor I may sell or otherwise dispose of my business. In the event of my death, my heirs, administrators, or executors may continue operating my business. I hereby agree, for myself, my heirs, administrators, executors or assigns to notify the company within thirty (30) days should any of the aforementioned contingencies occur. I understand that this agreement may be terminated at any time, by me, with notice.

I have read and understand this agreement and agree to abide by it.

4-

APPLICANT'S SIGNATURE _____ AMOUNT _____

SPONSOR'S SIGNATURE OBTAINED _____ / _____ 19

APPLICANT'S ADDRESS BY _____

CITY _____ EXAMINER _____

STATE _____ ZIP CODE _____

UNIT NO. _____

INITIAL ORDER R.P.V. (ENTER AMOUNTS)

Order Drop Shipped from Company	Order Supplied by Sponsor
$ _____	$ _____

(1) NAME OF APPLICANT – Write name of applicant in the capacity he joins the organization

_____ KEY DISTRIBUTOR

_____ SENIOR KEY

_____ SUPERVISOR

_____ DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

_____ KEY DISTRIBUTOR

_____ SENIOR KEY

_____ SUPERVISOR

_____ DISTRICT MANAGER

_____ REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

_____ KEY DISTRIBUTOR

_____ SENIOR KEY

_____ SUPERVISOR

_____ DISTRICT MANAGER

_____ MANAGER

REGIONAL

(4) SPONSOR OF PERSON IN (3) ABOVE

_____ SENIOR KEY

_____ SUPERVISOR

_____ DISTRICT MANAGER

_____ REGIONAL MANAGER

PLEASE SEND WHITE COPY OF APPL[illegible] TO HOME OFFICE • CANARY – TO DISTRICT MANAGER OF SPONSOR • PINK – APPLI[illegible]OPY • GOLDENROD – SPONSOR'S COPY

[illegible] U.S.A.

6[illegible] 32

Form 12169

Symbra·Ette

460 MERIDIAN AVE SAN JOSE CALIFORNIA 95126

CONSULTANT APPLICATION

(PLEASE PRINT HARD - you are making an original & three copies)

Date _____ Area Code _____ Phone _____

Name _____

Address _____

City _____ State _____ Zip Code _____

☐ Single ☐ Married Date of Birth _____ Soc. Sec.# _____

Spouse's name and occupation _____

Employment history including sales experience _____

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING:

As a condition of this agreement, I agree to purchase and sell Symbra'ette products according to the procedure set forth in the Sales Manual and referred to in the Rules and Regulations. Said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto. Violation of any of the aforementioned ethical standards and itemized rules or sound business practices shall be considered just cause for the termination of all contractural arrangements between Ger-Ro-Mar Inc. and the violator.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

That I am an independent contractor and not an employee or agent of Ger-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture: I agree to defray all cost of the selling and distributing of Symbra'ette products and to save Ger-Ro-Mar Inc., harmless from all of said costs. It is understood and agreed that Ger-Ro-Mar Inc. is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the undersigned terminates his association with the company or fails in this business venture. I understand that returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.

It is understood that as an independent contractor I may sell or otherwise dispose of my business. In the event of my death, my heirs, administrators, or executors may continue operating my business. I hereby agree, for myself, my heirs, administrators, executors or assigns to notify the company within thirty (30) days should any of the aforementioned contingencies occur. I understand that this agreement may be terminated at any time, by me, with notice.

☐ I have read and understand this agreement and agree to abide by it.

APPLICANT'S SIGNATURE Simmons 24

SPONSOR'S SIGNATURE 10/1 1970

SPONSOR'S ADDRESS Jerome M. Steiner, Jr.

CITY AND STATE FILE NO. 702-3493 ZIP CODE

INITIAL ORDER R.P.V. (ENTER AMOUNT)

Order Drop Shipped from Company	Order Supplied by Sponsor
$	$

(1) NAME OF APPLICANT – Write name of applicant in the capacity he joins the organization.

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

MANAGER

REGIONAL

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

Printed in U.S.A.

PLEASE SEND WHITE COPY OF APPLICATION TO HOME OFFICE • CANARY – TO DISTRICT MANAGER OF SPONSOR • PINK– APPLICANT'S COPY • GOLDENROD – SPONSOR'S COPY

615 33

Form 12169

FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION Exhibit No. 12

In the Matter of: Der-Re-Mar Inc.

2/4/72 Witness _____ Reporter MB

Symbra Ette

CONSULTANT APPLICATION

PLEASE PRINT OR TYPE — Submit original & three copies

Jan 28, 1972 Area Code 205 Phone 837-9293

Katie Sanford

3100 Teton Dr.

Huntsville State Ala. Zip Code 35810

Sex F Married Date of Birth 8-21-29 Soc. Sec. # 405-70-3277

Present occupation Jack Sanford - Contract Negotiator

Prior occupations including sales experience Manager Stauffer Reducing Salon, 2 years D.M. Symbra-Ette

IN CONSIDERATION OF THE ACCEPTANCE BY ME OF THE ABOVE QUALIFICATION I HEREBY AGREE TO THE FOLLOWING

As a consultant of this agreement, I agree to purchase and sell Symbralette products according to the procedure set forth in the Sales Manual and referred to in the Dealer Solicitation and Rules and Regulations are an integral part of this agreement by this reference are hereby made a part hereof and I agree to be bound by any and all terms and conditions set forth therein, and any amendments thereto. A violation of the agreement shall entitle Symbra-Ette to refuse to fill orders for products and to cancel this agreement. Such cancellation shall be considered just cause for the termination of all commissions payable between Der-Re-Mar Inc. and the undersigned.

I will assume responsibility to make, execute, and file any and all reports required by any and all duly authorized authority with respect to the resale, holding, or sale of Symbralette products, and shall, at all times abide by any and all Federal, State, County and Municipal laws and regulations of every nature in connection with holding, selling and distribution of Symbralette products. Should a Consultant engage in unlawful sales practices, this relationship with the company will be terminated.

I am an independent contractor and not an employee or agent of Der-Re-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture. I agree to assume all of the selling and distributing of Symbralette products and to save Der-Re-Mar Inc. harmless from all of said costs. I further understand and agree that Der-Re-Mar Inc. is a wholesale supplier and is not obligated to repurchase any merchandise from the undersigned item notes this addendum in the comments section of business venture. I understand that returns or exchanges of merchandise should be handled under the Company guarantee.

This agreement may be terminated by me at any time by giving written notice to the Company. In the event of my death, my heirs, administrators or executors may terminate this agreement upon giving notice to the Company. The Company may terminate this agreement upon giving notice to me at any time. Any of the terms and conditions of this agreement may be terminated by the Company.

I have read and understand this agreement and agree to be bound by it.

Katie Sanford

Applicant

CX-12

113 Eddington Dr.

Huntsville, Ala. 35801

INITIAL ORDER R.P.V. (ENTER AMOUNT)

From Stanton _____

Dropship From Company _____

(1) NAME OF APPLICANT — Applicant in the capacity he joins the organization

KEY DISTRIBUTOR

SENIOR VP

Katie Sanford

DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR

SENIOR VP

DIVISION VP

Ann Williams

DISTRICT MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR VP

DIVISION VP

Chas. Wilfe

DISTRICT MANAGER

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR VP

DIVISION VP

DISTRICT MANAGER 610

Cynthia Etie

CONSULTANT APPLICATION

INITIAL ORDER R.P.V. (ENTER AMOUNT)

From Sponsor

Disposition From Company

(1) NAME OF APPLICANT — Write name of applicant in the capacity he joins the organization.

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

(2) Name OF APPLICANT

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION Exhibit No. 13

In the Matter of Dar-Re-Mac Inc.

Date 4/10/72 Witness _____ Reporter MB

618

CX-13

-40a-

Symbrialette

460 MERIDIAN AVE. SAN JOSE, CALIFORNIA 95126

P.P.V. _____
Disp _____
Front _____
P.D. Card _____
Welcome Ltr _____

CONSULTANT APPLICATION

PLEASE PRINT HARD - you are making an original & three copies

Area Code _____ Phone _____

Address _____

City _____ State _____ Zip Code _____

☐ Single ☐ Married Date of Birth _____ Soc. Sec. # _____

Spouse's name and occupation _____

Employment history including sales experience _____

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING

As a condition of this agreement, I agree to purchase and sell Symbrialette products according to the procedure set forth in the Sales Manual and referred to in the Rules and Regulations. Said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto. Violation of any of the aforementioned ethical standards and items of rules or sound business practices shall be considered just cause for the termination of all contractural arrangements between Ger-Ro-Mar Inc. and the Violator.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbrialette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbrialette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

That I am an independent contractor and not an employee or agent of Ger-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture. I agree to defray all cost of the selling and distributing of Symbrialette products and to save Ger-Ro-Mar Inc., harmless from all of said costs. It is understood and agreed that Ger-Ro-Mar Inc. is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the undersigned terminates his association with the company or fails in this business venture. I understand that returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.

It is understood that as an independent contractor I may sell or otherwise dispose of my business. In the event of my death, my heirs, administrators, or executors may continue operating my business. I hereby agree, for myself, my heirs, administrators, executors or assigns to notify the company within thirty (30) days should any of the aforementioned contingencies occur. I understand that this agreement may be terminated at any time, by me, with notice.

I have read and understand this agreement and agree to abide by it.

_____
APPLICANT'S SIGNATURE

_____
SPOUSE'S SIGNATURE

_____
PRINT NAME

_____
ZIP CODE

INITIAL ORDER P.P.V. (ENTER AMOUNT)

From Sponsor _____

Drop Ship From Company _____

(1) NAME OF APPLICANT - (If spouse of applicant in the capacity of or for the organization)

KEY DISTRIBUTOR _____

SENIOR KEY _____

SUPERVISOR _____

DISTRICT MANAGER _____

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR _____

SENIOR KEY _____

SUPERVISOR _____

DISTRICT MANAGER _____

REGIONAL MANAGER _____

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR _____

SENIOR KEY _____

SUPERVISOR _____

DISTRICT MANAGER _____

REGIONAL MANAGER _____

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY _____

SUPERVISOR _____

DISTRICT MANAGER _____

REGIONAL MANAGER _____

CX-14

CX-15

CONSULTANT APPLICATION

(PLEASE PRINT CLEARLY - you are making an original & three copies)

Date SEPT 1 - 1970 Area Code 205 Phone 854-1854

Name FRED & RUTH MILLER

Address 115 Holt Rd SE

City Tuscaloosa State Ala. Zip Code 35402

☐ Single ☑ Married Date of Birth 5-22-29 & 6-12-27 Soc. Sec. # 415-54-4654

Spouse's name and occupation Ruth

Employment history including sales experience

Sales - Retail Clerk - Typ.

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING:

As a condition of this agreement, I agree to purchase and sell Symbra'ette products according to the procedure set forth in the Sales Manual and referred to in the Rules and Regulations. Said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto. Violation of any of the aforementioned ethical standards and itemized rules or sound business practices shall be considered just cause for the termination of all contractural arrangements between Ger-Ro-Mar Inc. and the violator.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

That I am an independent contractor and not an employee or agent of Ger-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture; I agree to defray all cost of the selling and distributing of Symbra'ette products and to save Ger-Ro-Mar Inc., harmless from all of said costs. It is understood and agreed that Ger-Ro-Mar Inc. is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the undersigned terminates his association with the company or fails in this business venture. I understand that returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.

It is understood that as an independent contractor I may sell or otherwise dispose of my business. In the event of my death, my heirs, administrators, or executors may continue operating my business. I hereby agree, for myself, my heirs, administrators, executors or assigns to notify the company within thirty (30) days should any of the aforementioned contingencies occur. I understand that this agreement may be terminated at any time, by me, with notice.

I have read and understand this agreement and agree to abide by it.

Fred M Miller
APPLICANT'S SIGNATURE

Clara Anderson
SPONSOR'S SIGNATURE

Tuscaloosa Ala. 35401
ADDRESS

INITIAL ORDER P.P.V. (ENTER AMOUNT)

Order Drop Shipped from Company	Order Supplied by Sponsor
$	$

(1) NAME OF APPLICANT – Write name of applicant in the capacity he joins the organization

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

Ruth Miller
DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

Clara Anderson
DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

MANAGER

(4) SPONSOR OF PERSON IN (3) ABOVE

REGIONAL

SENIOR KEY 622

SUPERVISOR

DISTRICT MANAGER

CX-15

Sponsor Site

CONSULTANT APPLICATION

IN T AL ORDER R.P.V. (ENTER AMOUNT)

From Sponsor

From Company

(1) NAME OF APPLICANT — Write name of applicant in the capacity he joins the organization.

RECRUITER

SENIOR REP

SUPERVISOR

DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

RECRUITER

SENIOR REP

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

RECRUITER

SENIOR REP

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR REP

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

624

CX-16

Symbra-Ette

CX-17

463 MERIDIAN AVE. SAN JOSE, CALIFORNIA 95126

Date Rec'd
R.P.V.
Date
Key Card
D.S. Card

CONSULTANT APPLICATION

PLEASE PRINT HARD - you are making an original & three copies!

Date Dec. 31, 1969 Area Code 305 Phone 277-4933

Name Stella Bayer

Address 101 Verbena Drive

City Orlando State Fla. Zip Code 32807

☒ Single ☐ Married Date of Birth 11/15/20 Soc. Sec. # 591-20-6146

Children's names & ages

Occupation

Employment history including sales experience Social Worker

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING

As a condition of this agreement, I agree to purchase and sell Symbra'ette products according to the procedure set forth in the Sales Manual and referred to in the Rules and Regulations. Said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto. Violation of any of the aforementioned ethical standards and itemized rules of sound business practices shall be considered just cause for the termination of all contractual arrangements between Ger-Ro-Mar Inc. and the violator.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

That I am an independent contractor and not an employee or agent of Ger-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture; I agree to defray all cost of the selling and distributing of Symbra'ette products and to save Ger-Ro-Mar Inc., harmless from all of said costs. It is understood and agreed that Ger-Ro-Mar Inc. is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the undersigned terminates his association with the company or fails in this business venture. I understand that returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.

It is understood that as an independent contractor I may sell or otherwise dispose of my business. In the event of my death, my heirs, administrators, or executors may continue operating my business. I hereby agree, for myself, my heirs, administrators, executors or assigns to notify the company within thirty (30) days should any of the above mentioned contingencies occur. I understand that this agreement may be terminated at any time, by me, with notice.

I have read and understand this agreement and agree to abide by it.

Applicant's Signature Stella D. Bayer

Sponsor's Signature Chris Wolfe

Sponsor's Address Sacramento, Ca.

INITIAL ORDER R.P.V. (ENTER AMOUNT)

From Sponsor

Drop-ship From Company

(1) NAME OF APPLICANT — Write name of applicant in the capacity he joins the organization.

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

Symbra-Ette

480 MERIDIAN AVE. SAN JOSE, CALIFORNIA 95126

CONSULTANT APPLICATION

(TAB FRONT HARD - you are making an original & three copies)

Date 1-11-79 Area Code 702 Phone 322-6628

Name Kay Monroe

Address Rt 2

City Lyons State Ga. Zip Code 30436

☐ Single ☒ Married Date of Birth 12-[illegible]-41 Soc. Sec. # 254-32-1911

Spouse's name & occupation Don Monroe - Farmer

Employment history including sales experience Some - no sales exp.

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING

As a condition of this agreement, I agree to purchase and sell Symbra'ette products according to the procedure set forth in the Sales Manual and referred to in the Rules and Regulations. Said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto. Violation of any of the aforementioned ethical standards and itemized rules of sound business practices shall be considered just cause for the termination of all contractural arrangements between Gen-Ro-Mar Inc. and the violator.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

That I am an independent contractor and not an employee or agent of Gen-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture. I agree to defray all cost of the selling and distributing of Symbra'ette products and to save Gen-Ro-Mar Inc., harmless from all of said costs. It is understood and agreed that Gen-Ro-Mar Inc. is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the undersigned terminates his association with the company or fails in this business venture. I understand that returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.

It is understood that as an independent contractor I may sell or otherwise dispose of my business. In the event of my death, my heirs, administrators, or executors may continue operating my business. I hereby agree, for myself, my heirs, administrators, executors or assigns to notify the company within thirty (30) days should any of the aforementioned contingencies occur. I understand that this agreement may be terminated at any time, by me, with notice.

I have read and understand this agreement and agree to abide by it.

Date [illegible]

APPLICANT'S SIGNATURE [signature]

SPONSOR'S SIGNATURE [signature]

ADDRESS

CX-18

INITIAL ORDER R.P.V. (ENTER AMOUNT)

From Sponsor

Drop-ship From Company

(1) NAME OF APPLICANT – Write name of applicant in the capacity he joins the organization.

Kay Monroe
KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR

Diane Stanberg
SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR KEY

Edgar Waggoner
SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(4) SPONSOR OF PERSON IN (3) ABOVE

628

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

Symbra-Ette

460 MERIDIAN AVE. SAN JOSE, CALIFORNIA 95126

CONSULTANT APPLICATION

P.E.V. ____ Prem ____ Ins Cmd ____ L.D. Cmd ____ Welcome Ltr ____

(Please print or type and be sure you are making an original & three copies)

April 7, 1970 Area Code 404 Phone 344-1475

Mary Ayers

2245 Maxwell Drive, SW

Atlanta State Ga Zip Code 30311

Age (If married) Date of Birth 12-3-41 Soc. Sec. No. 257-62-2762

Husband's name & occupation Bobby Lamar, Supervisor Eastern Air Lines

Employment history including sales experience Hairstylist

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING:

As a condition of this agreement, I agree to purchase and sell Symbra'ette products according to the procedure set forth in the Sales Manual and referred to in the Rules and Regulations. Said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto. Violation of any of the aforementioned ethical standards and itemized rules or sound business practices shall be considered just cause for the termination of all contractural arrangements between Ger-Ro-Mar Inc. and the violator.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

That I am an independent contractor and not an employee or agent of Ger-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture. I agree to defray all cost of the selling and distributing of Symbra'ette products and to save Ger-Ro-Mar Inc., harmless from all of said costs. It is understood and agreed that Ger-Ro-Mar Inc. is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the undersigned terminates his association with the company or fails in this business venture. I understand that returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.

It is understood that as an independent contractor I may sell or otherwise dispose of my business. In the event of my death, my heirs, administrators, or executors may continue operating my business. I hereby agree, for myself, my heirs, administrators, executors or assigns to notify the company within thirty (30) days should any of the aforementioned contingencies occur. I understand that this agreement may be terminated at any time, by me, with notice.

I have read and understand this agreement and agree to abide by it.

Mary Ayers
Alaeba Reave
APPLICANT'S SIGNATURE

Tallahassee, Florida
CITY & STATE ZIP CODE

CX-19

INITIAL ORDER R.P.V. (ENTER AMOUNT)

From Sponsor ____

Drop-ship From Company ____

(1) NAME OF APPLICANT — Write name of applicant in the capacity he joins the organization

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR
Mary Ayers
DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR
Alaeba Reave
DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR
Stella Byers
DISTRICT MANAGER

REGIONAL MANAGER

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER 030

REGIONAL MANAGER

Symbra-Ette

460 MERIDIAN AVE SAN [illegible] CALIFORNIA 95126

Date Rec'd [illegible] ✓

R.P.V. _____

Plate _____

File Card _____

I. D. Card _____

Welcome Pkg. _____

CONSULTANT APPLICATION

PLEASE PRINT HARD - you are making an original & three copies!

Date 6/20/70 Area Code 214 Phone 223-9150

Name Rachel Cypret D.B.A. Jewels Too

Address 12129 Inwood

City Bridgeton State Missouri Zip Code 63044

☐ Single ☒ Married Date of Birth 11/6/51 Soc. Sec.# 431-02-3775

Spouse's name and occupation Herbert Cypret

Employment history including sales experience Sales Manager Lee Warren Personnel, Owner Service Kept Co.

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING:

As a condition of this agreement, I agree to purchase and sell Symbra'ette products according to the procedure set forth in the Sales Manual and referred to in the Rules and Regulations. Said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto. Violation of any of the aforementioned ethical standards and itemized rules or sound business practices shall be considered just cause for the termination of all contractural arrangements between Ger-Ro-Mar Inc. and the violator.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

That I am an independent contractor and not an employee or agent of Ger-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture; I agree to defray all cost of the selling and distributing of Symbra'ette products and to save Ger-Ro-Mar Inc., harmless from all of said costs. It is understood and agreed that Ger-Ro-Mar Inc. is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the undersigned terminates his association with the company or fails in this business venture. I understand that returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.

It is understood that as an independent contractor I may sell or otherwise dispose of my business. In the event of my death, my heirs, administrators, or executors may continue operating my business. I hereby agree, for myself, my heirs, administrators, executors or assigns to notify the company within thirty (30) days should any of the above mentioned contingencies occur. I understand that this agreement may be terminated at any time, by me, with notice.

I have read and understand this agreement and agree to abide by it.

Rachel Cypret
APPLICANT'S SIGNATURE

SPONSOR'S SIGNATURE

SPONSOR'S ADDRESS

CITY AND STATE CY-20 ZIP CODE

INITIAL ORDER R.P.V. (ENTER AMOUNT)

Order Drop Shipped from Company	Order Supplied by Sponsor
$ _____	$ _____

(1) NAME OF APPLICANT – Write name of applicant in the capacity he joins the organization.

KEY DISTRIBUTOR Rachel Cypret

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR [illegible]

DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

MANAGER

REGIONAL

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY

632

SUPERVISOR

DISTRICT MANAGER [illegible]

REGIONAL MANAGER

Symbra'ette

460 MERIDIAN AVE. SAN JOSE, CALIFORNIA 95126

CONSULTANT APPLICATION

(TYPE OR PRINT NEATLY - you are making an original & 1 copies)

Date 1 / [illegible] Area Code [illegible] Phone [illegible]

Name [illegible]

Address [illegible]

City [illegible] State [illegible] Zip Code [illegible]

☐ Single ☐ Married Date of Birth [illegible] Soc. Sec.# [illegible]

Spouse's name and occupation [illegible]

Employment history including sales experience [illegible]

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I have read and understand this agreement and agree to abide by it.

APPLICANT'S SIGNATURE [illegible]

SPONSOR'S SIGNATURE

SPONSOR'S ADDRESS

CITY AND STATE ZIP CODE

CX-21

INITIAL ORDER R.P.V. (ENTER AMOUNT)

From Sponsor

Drop-ship From Company

(1) NAME OF APPLICANT – Write name of applicant in the capacity he joins the organization.

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR [illegible]

DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR [illegible]

DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

REGIONAL MANAGER 63[illegible]

[illegible] COMPANY COPY - [illegible] APPLICATION TO HOME OFFICE

Symbra'ette

460 MERIDIAN AVE. SAN JOSE CALIFORNIA 95126

CONSULTANT APPLICATION

(print in HARD - you are making an original & three copies)

October 1, 1970 Area Code 205 Phone 921 2241

Margaret G Hester

Address 7 Cumberland Manor Dr. #1

City Va State Alabama Zip Code 35802

Single ☐ Married Date of Birth 9/5 Soc. Sec. # 406-28-9111

Husband's name & occupation

Employment history including sales experience Cumberland Manor Dr. #1
1966 to present

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING:

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At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products. Should a Consultant engage in unethical or illegal sales practices, his relationship with the company will be immediately terminated.

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I have read and understand this agreement and agree to abide by it.

Margaret G Hester
CONSULTANT'S SIGNATURE

Mrs. Mary Monroe Daniel
PRINT SIGNATURE

Marie Bowman Cosmetic Studios - The Mall
SPONSOR'S ADDRESS

Huntsville, Alabama 35801
CITY & STATE ZIP CODE

CX-22

INITIAL ORDER R.P.V. (ENTER AMOUNT)

From Sponsor

Drop-ship From Company

(1) NAME OF APPLICANT – Write name of applicant in the capacity he joins the organization.

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER

(2) SPONSOR OF APPLICANT

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR
Mary Davis

DISTRICT MANAGER

REGIONAL MANAGER

(3) SPONSOR OF PERSON IN (2) ABOVE

KEY DISTRIBUTOR

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER
Ann Anderson

REGIONAL MANAGER

(4) SPONSOR OF PERSON IN (3) ABOVE

SENIOR KEY

SUPERVISOR

DISTRICT MANAGER
Elvis Wells 600

REGIONAL MANAGER

OVERSIZE FOLDOUT(S) FOUND HERE IN
THE PRINTED EDITION OF THIS VOLUME
ARE FOUND FOLLOWING THE LAST PAGE
OF TEXT IN THIS MICROFICHE EDITION

SEE FOLDOUT NO 1 thru 24

Cor-Ro-Mar inc.

460 Meridian Avenue ★ San Jose, California 95126 ★ Phone: 297-3515

PURCHASE VOLUME DISCOUNT RECORD MONTH _____ YEAR _____

	VOLUME		%	AMOUNT	
DISTRICT MANAGER					
SUPERVISOR					

Simonsen EXHIBIT 80
OBTAINED 3-10 ID 71
BY Serena M. Stevens
ATTORNEY-EXAMINER
FILE NO. 702-34193

CHECK # _____ DATED _____

NX 47 685 146

Ger-Ro-Mar inc.

460 Meridian Avenue ★ San Jose, California 95126 ★ Phone: 297-3515

PURCHASE VOLUME DISCOUNT RECORD MONTH _____ YEAR _____

	VOLUME		%	AMOUNT	
DISTRICT MANAGER					
SUPERVISOR					
	$9994	99			

Simonian EXHIBIT NO. _____
OBTAINED 3-19-71
BY Jeanne M. Stevens
ATTORNEY-EXAMINER
FILE NO. 702-3493

CHECK # _____ DATED _____

CX 48

687

147

Ger-Ro-Mar inc.

[illegible] Meridian Avenue * San Jose, California 95126 * Phone: 297-3515

PURCHASE VOLUME DISCOUNT RECORD

MONTH [illegible] YEAR [illegible]

	VOLUME	%	AMOUNT
DISTRICT MANAGER			
SUPERVISOR			
Eric Lopez Lugo	$150 00		
Virginia Lee Lugo	$49 00		
Adriana Borrego Lugo	$400 00		
	$599 00		

Simonian EXHIBIT 82
OBTAINED 3-16 19 71
BY Jerome M. Steiner Jr.
ATTORNEY-EXAMINER
FILE NO. 70? - 3493 639

Cx 49

148

Ger-Ro-Mar inc.

460 Meridian Avenue ★ San Jose, California 95126 ★ Phone: 297-3515

PURCHASE VOLUME DISCOUNT RECORD

MONTH _____ YEAR _____

	VOLUME		%	AMOUNT	
DISTRICT MANAGER					
SUPERVISOR					

Ger-Ro-Mar inc.

460 Meridian Avenue * San Jose, California 95126 * Phone: 297-3515

PURCHASE VOLUME DISCOUNT RECORD MONTH _____ YEAR _____

	VOLUME	%	AMOUNT
DISTRICT MANAGER			
SUPERVISOR			

Ger-Bo-Mar inc.

400 Meridian Avenue ★ San Jose, California 95126 ★ Phone: 297-3515

PURCHASE VOLUME DISCOUNT RECORD MONTH _____ YEAR _____

	VOLUME		%	AMOUNT	
DISTRICT MANAGER					
SUPERVISOR					

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 74A
In the Matter of: Dee-Bee-Mar, Inc.
Date 4/14/73 Witness _____ Reporter MG

A
10/1...70
...M. Stei...
ATTORNEY-EXAMINER
FILE NO. ...-3493

Sales Manual

739

CX-74A

Symbra·Ette

460 Meridian Avenue • San Jose, California 95126 • Phone: 297-3515

The marketing program adopted by Symbra'ette is a proven plan which offers opportunities at any level you may desire, either in personal sales or in supervision or a combination of both.

YOUR PROGRESS, GROWTH, and INCOME
will be determined by only one person
. . . . . **YOU!!**

The Symbra'ette sales program offers more than just security for you and your family. It offers, independence, a promising future, a retirement plan and an income substantial enough so that you can afford the luxuries, as well as the essentials of life . . . . .

We know of many who have achieved this goal within a year. Their success story can be yours too!!

WE WELCOME YOU TO THE SYMBRA'ETTE TEAM!!!

C.G. Simonsen
President

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 74B

740

CX-74B

THE CHANCE OF A LIFETIME!!
WITH SYMBRA'ETTE

The Symbra'ette Marketing Program will make it possible to open the door to real happiness, creative expression, and a prosperous successful life for you, because it makes the unique SYMBRA'-ETTE brassiere and other related products available to the Women of America; to help solve the problems they are burdened with. This is a *"once in a lifetime"* opportunity, of which you can still get in on the ground floor, for the market can never become saturated, or hardly even scratched. There are approximately 10,000 young women a month moving into the brassiere wearing age, as well as all the present prospective customers who need what our Symbra'ette brassiere can do, as well as need the other products we have to offer.

Symbra'ettes proven 80% repeat sales can earn you a steady income. Many of our Consultants have created a clientele of retail customers whose repeat business alone earns them from $500 to $1000 monthly income. Repeat sales makes the Symbra'ette career unique in the direct sales field, considering that many direct sales items do not repeat and new customers must constantly be sought.

Regardless of who you are, where you are from, or what you now are doing, there is a place for you in the growing and profitable Symbra'ette organization, at any level that seems best for you, handling any of the numerous, quality, need-filling items.

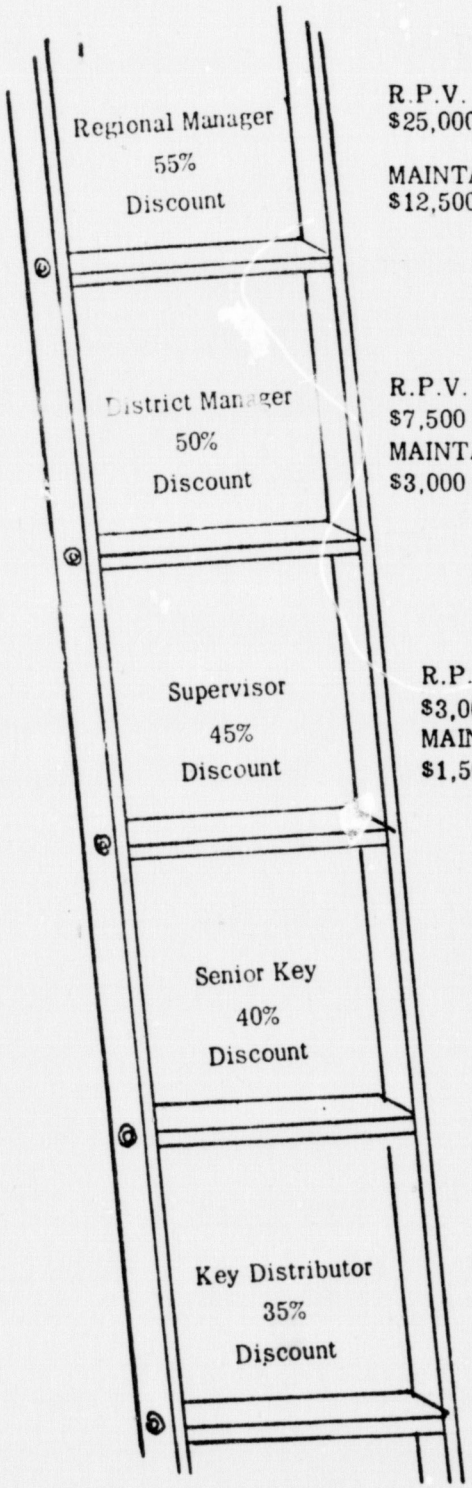
Why not set your goals, make your plans and get started!!

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 74c

741

CX-74C

THE SYMBRA'ETTE MARKETING PROGRAM



R.P.V.
$25,000

MAINTAIN
$12,500 per month

Qualified Regional Managers earn 5% on District Managers; 10% on Supervisors; 15% on Senior Keys; 20% on Key Distributors; 3% on directly sponsored Regional Managers; 1% on indirectly sponsored Regional Managers; 1% on indirectly sponsored District Managers; $200 cash car allowance.

R.P.V.
$7,500
MAINTAIN
$3,000 per month

Qualified District Managers earn 5% on Supervisors; 10% on Senior Keys; 15% on Key Distributors; 3% on directly sponsored District Managers; 1% on indirectly sponsored District Managers; $150 cash car allowance.

R.P.V.
$3,000
MAINTAIN
$1,500 per month.

Qualified Supervisors earn 5% on Senior Keys; 10% on Key Distributors; 2% on directly sponsored Supervisors; $100 cash car allowance.

R.P.V.
$1000
MAINTAIN
$500 per month

Qualified Senior Keys earn 5% on Key Distributors.

R.P.V.
$300
MAINTAIN
$100 per month.

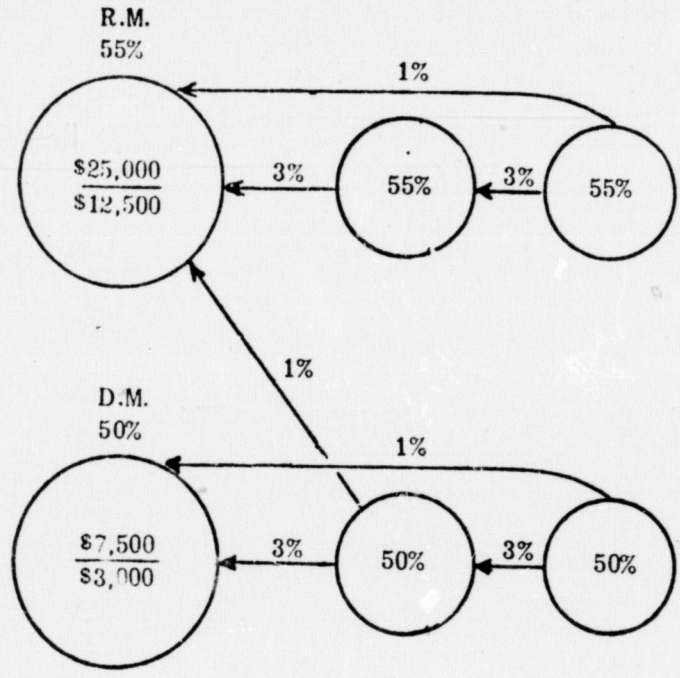
Key Distributors purchase from their sponsor.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 74D

YOUR LADDER TO SUCCESS

742

The Symbra'ette Marketing Program is designed so that the ambitious person can start small or as large as he desires. Consultants can rapidly work into higher income brackets, or those who would like to enter business on a large scale may buy in as a Supervisor.

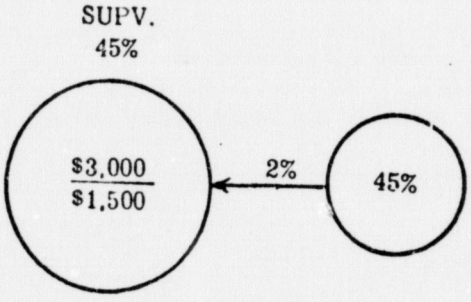


Regional Manager
Car Allowance

$17,500 --- $200

District Manager
Car Allowance

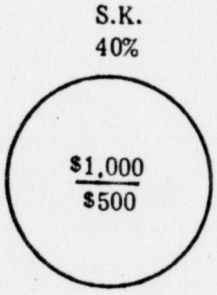
$7,500 --- $150



Supervisor
Car Allowance

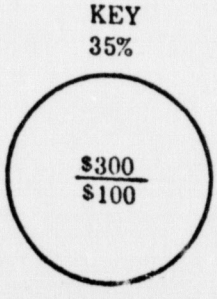
$4,500 --- $100

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 74-E



BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This special bonus merchandise may be ordered with each regular order according to the schedule. You may sell these items at regular retail or use them for hostess gifts. Because you may order with EACH order whether you have a party or not, you will accumulate surplus discount merchandise and will be in a position to give hostess gifts other than that listed on the discount schedule if she should request them.



$ 75 R.P.V. – 1 garment at 60% off Retail

$150 R.P.V. – 2 garments at 60% off Retail

$250 R.P.V. – 3 garments at 60% off Retail

$350 R.P.V. – 4 garments at 60% off Retail

$500 R.P.V. – 5 garments at 60% off Retail

No R.P.V. on Bonus Merchandise.

743

CX.74E

The Symbra'ette Marketing Program provides tremendous growth possibilities for those who like to work with people and help them to help themselves toward success and prosperity.

IT'S UP TO YOU!!!!!!

You can accomplish any goal you set for yourself, and you must put forth some honest effort and a sincere desire to help others. If you decide to become a Symbra'ette Consultant, you must never expect to just quit and have anyone in the business purchase your inventory from you. If you don't have faith in yourself in building your own business, we suggest you do not purchase an inventory to become a Symbra'ette Consultant.

Each person on the Symbra'ette Ladder of Success is in business for himself as an independent business person.

The top level of distribution, under the Company, is Regional Manager and anyone can achieve this level.

Regional Managers, District Managers, Supervisors, and Senior Keys purchase their products from the Company.

Key Distributors purchase their products from their Sponsor.

RETAIL PURCHASE VOLUME

Purchases are computed from the Retail Purchase Volume of the products (some products vary in discount due to manufacturing cost), and this is what the discounts are based on. When purchases are accumulated, they are referred to as Retail Purchase Volume or R.P.V. for each calendar month. A 50¢ charge for Prepaid Air Mail postage, handling, packaging, and quality control is not figured in the Retail Purchase Volume but is included in the Retail Sales Price and is returned to you by the consumer when the product is sold.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 74E

711

CX-74F

KEY

To begin as a Key Distributor you purchase an initial inventory of any combination of Symbra'ette apparel totaling $300 Retail Purchase Volume. The inventory may be all bras and girdles, all swimwear, all wigs, or a combination of the above. You are free to choose that which you enjoy selling. The initial inventory can be supplied by your Sponsor, or be drop-shipped to you from the company.

To advance to the level of Senior Key your personal group R.P.V. must be $1,000 in one calendar month.

SENIOR KEY

The position of Senior Key offers these growth opportunities: by working with his sponsor, and through attendance at his training meetings, the Senior Key will become familiar with recruiting, and the training and guidance of his own organization.

As a more experienced retailer your personal sales, and sales to your Keys should earn you a larger profit to help you advance to Supervisor level.

To maintain the level of a qualified Senior Key your personal group Retail Purchase Volume must be at least $500 each calendar month.

A Senior Key's personal group includes his directly sponsored Key's entire group.

To advance to the level of a Supervisor, a Senior Key must qualify with $3,000 R.P.V. in one calendar month and have one (1) qualified direct Senior Key and two (2) qualified direct Keys. His direct Senior Key's personal group R.P.V. adds in to move up to Supervisor only.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 74G

745

CX-74G

SUPERVISOR

The Supervisor position in Symbra'ette can be most gratifying from the standpoint of personal accomplishment and happiness as well as financial gain. A Supervisor is a builder, motivator, and trainer and is on the way up in Sales Management. Supervisors not only recruit constantly to enlarge their organization, but continue to function as retailers; both to supplement their override income, and to keep in tune with sales in the field, to better enable them to train the people in their organization in sales methods and procedures. This training is accomplished through weekly meetings.

As a qualified Supervisor you earn 5% override on your Senior Keys and 10% on sales to your Keys, plus 2% on your directly sponsored Supervisors personal group and earn $100 cash car allowance on $4,500 monthly personal group R.P.V.

To maintain the level of a qualified Supervisor, your personal group Retail Purchase Volume must be at least $1,500 each calendar month

The personal group of a Supervisor includes; his directly sponsored Senior Key's entire group, and his directly sponsored Key's entire group.

For a Supervisor to advance to the District Manager level, he must have $7,500 R.P.V. in one calendar month and a total of five (5) qualified direct Senior Keys or qualified direct Supervisors; his direct Supervisor's personal group R.P.V. adds in to move up to District Manager only.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 74H

716

CX-74H

DISTRICT MANAGER

When you are a Symbra'ette District Manager you are next to the top level in the Program. You are an important part of the liason between the Home Office and the field. Basically, your role is that of recuiter, trainer, and motivator in actively working with the people in your organization. It is your responsibility to hold weekly meetings for your group and monthly meetings for your entire group. As your Consultants grow in experience and wisdom, have them participate in your meetings because this will help assure you that when they begin to move up, they will know the business – you lead your group by example – not words.

As a qualified District Manager, you earn 15% on your Key Distributors, 10% on your Senior Keys, 5% on your Supervisors, 3% on your direct District Managers personal group, and 1% on your indirect District Managers personal group. You also earn $150 cash car allowance on $7,500 monthly personal group R.P.V. .

To maintain the level of a qualified District Manager, your Retail Purchase Volume must be $3,000 each calendar month, including the R.P.V. of your personal group.

The personal group of a District Manager includes; his directly sponsored Supervisor's entire group, his directly sponsored Senior Key's entire group, and his directly sponsored Key's entire group.

For a District Manager to advance to the level of Regional Manager, his personal group Retail Purchase Volume must be $25,000 in one calendar month. He must have three (3) qualified direct District Managers and two (2) qualified indirect District Managers. His direct District Managers personal group R.P.V. adds in to move up to Regional Manager only.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 74i

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CX-74i

REGIONAL MANAGER

The top echelon in the Symbra'ette organization structure is that of the Regional Manager. This is the level of unusual opportunity and highest achievement. Your chief responsibility is to guide, counsel, and work in close relationship with your District Managers in helping them to build strong successful organizations.

In the third or fourth month as a Regional Manager with an enthused, happy, well functioning organization your total volume should exceed $75,000 R.P.V. and with the average override you would earn $5,000 to $7,000 a month plus $200 cash car allowance.

This is the level at which you can grow and prosper in personal satisfaction.....where you can broaden your circle of friends, and build even greater respect in your community and organization as a successful business person.....and.....where you can have the financial success you have been searching for. All these advantages to the Regional Manager and many more, are inherent in the Symbra'ette Matketing Program.

As a qualified Regional Manager, you earn 20% on your Keys, 15% on your Senior Keys, 10% on your Supervisors, 5% on direct District Managers, 1% on indirect District Managers, 3% on your direct Regional Manager's personal group, and 1% on your indirect Regional Manager's personal group. You also earn $200 cash car allowance on $17,500 monthly personal group R.P.V.

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhibit No. 745

748

CX-74-j

To maintain the level of Regional Manager, your Retail Purchase Volume must be $12,500 each calendar month, including the R.P.V. of your personal group.

The personal group of a Regional Manager includes: his directly sponsored District Manager's entire group, his directly sponsored Supervisor's entire group, his directly sponsored Senior Key's entire group, and his directly sponsored Key's entire group.

REGIONAL MANAGER'S GRACE PERIOD

When a Regional Manager has a Consultant who also becomes a Regional Manager, his R.P.V. is split from his sponsor. When this occurs the sponsoring Regional Manager need only maintain $7,500 R.P.V. the following month. All overrides will be paid to the sponsoring Regional Manager if $7,500 is maintained for that month.

REGIONAL MANAGER RETIREMENT PROGRAM

When a Regional Manager has Five Directly Sponsored Regional Managers he may receive the override on them provided.

A. They maintain a minimum monthly personal group Retail Purchase Volume for $3,750 for the two year period following the attainment of five (5) direct Regional Managers, at which time a minimum is no longer required.

B. Before the 3% overrides are paid to the "Retired" Regional Manager, 3% of the normal required minimum ($12,500) will be first paid to the sponsor of the "Retired" Regional Manager.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 74K

749

CX-74 K

RECRUIT

YOU Can't Make It To The Top ALONE

There are very few successful mountain climbers who are loners. They realize they need others to assist them in case of a mis-step or miscalculation. They must depend on their fellow climbers to help them reach the peak.

Under the leadership of one man - - the one who has the experience to know what he's doing plus the ability to do it, the mountain climbing expedition works steadily upward, climbing from level to level.

The opportunity with the Symbra'ette bra and other Symbra'ette products is as challenging in many respects as mountain climbing. A person gets to the top through the cooperative efforts of those in his group. The one at the top in turn helps those with him to boost themselves to a higher plateau. The line that holds them together is the line of sponsorship.

Success will be achieved . . . one step at a time, each man helping the one above and the one below.

There are several other reasons to recruit into the organization:

In the first place, one would never want to be guilty of not sharing the opportunity given to you by your sponsor. When you sponsor a new person, you feel like you are re-paying the opportunity which was given to you to be a part of this fast-growing business.

Last, but not least, it is rewarding to know that you are helping to promote free enterprise.

There are potential recruits everywhere! Many women are searching for part-time work. Being a Symbra'ette Consultant is the perfect answer. Keep alert to such inquires as: (1) is the kit heavy? (2) do you go to showings many nights a week? (3) can you have showings in the daytime? (4) does it pay well? (5) does your husband mind you doing this? Always watch for a woman who says, "I could never do what you do" because, she is putting herself in your place and is wanting to be told more about becoming a Symbra'ette Consultant.

REMEMBER, SHARE YOUR OPPORTUNITY WITH OTHERS!!

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION ~~RESPONDENT~~ Exhibit No. 74L

SYMBRA'ETTE OFFERS CAR ALLOWANCE FOR THREE LEVELS

Regional Managers earn $200 cash car allowance with $17,500 monthly personal group Retail Purchase Volume.

District Managers earn $150 cash car allowance with $7,500 monthly personal group R.P.V.

Supervisors earn $100 cash car allowance with $4,500 monthly personal group R.P.V.

Each designated amount of car allowance can only be earned by each level in the above three brackets.

Your car allowance Retail Purchase Volume is the total monthly volume of your personal group. When a Consultant in your personal group qualifies for car allowance, his volume is NOT deducted from yours.

The car allowance will be paid after a Consultant maintains the required personal group volume for his level for three consecutive months.

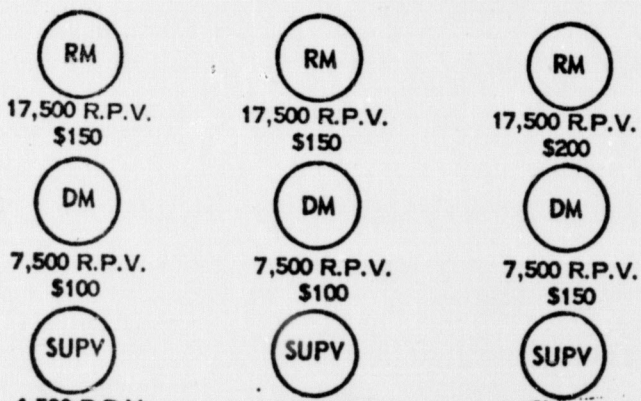
For Example: A Supervisor will receive $100 on the third month he has $4,500 volume and $100 thereafter each time his monthly volume is $4,500 or more.

When the Supervisor works up to District Manager he will receive $100 car allowance for the first two consecutive months he has $7,500 R.P.V. The third consecutive month and thereafter he will receive $150 by maintaining $7,500 monthly.

When a District Manager works up to Regional Manager he will receive $150 for the first two consecutive months he does $17,500, then he will receive $200 for the third consecutive month and thereafter each time his volume is $17,500 a month.

If a Consultant does not maintain the car allowance volume required for his level he will not receive the allowance for a lower level.

Once you have qualified for car allowance and you miss one or two months, you need not re-qualify but will receive car allowance when the required volume for your level is again achieved.



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FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhibit No. 74M

CX-74M

THE SYMBRA'ETTE CODE OF BUSINESS PRACTICE

INTRODUCTION

A well organized business must have a basis of operation, a set of rules, which must be thoroughly understood and adhered to. Without a guide to work by, only confusion and misunderstanding can result.

It is with the welfare and happiness of the Consultants in mind that these rules have been designed.

THE SYMBRA'ETTE CONSULTANT AGREEMENT

The Consultant agreement is a mutual understanding between you, your sponsor, and the Company, and is a legal, honorable, and serious expression of intent to:

1. Distribute Symbra'ette products as an independent business person, not an employee of the Company or sponsor.
2. Abide by the Rules of the Company and all State, Municipal, and Federal regulations pertaining to our business.
3. Agree that a family unit consisting of a husband and wife and dependent children under 21 years of age will be as one Consultant, and only one agreement will be accepted.

PARTNERSHIP

The Company discourages partnerships other than Husband and Wife.

TERRITORY

Symbra'ette Consultants have open and unrestricted territory in the United States and its possesstions. A separate agreement must be made with the Company for foreign rights.

CUSTOMER RELATIONS

A retail customer belongs to the Consultant who obtains the order. A consultant retains his customers as long as he continues to service them properly.

CUSTOMER SERVICE

Retail customers are important to you and the Company, they represent your future progress in the direct sales field. Follow up calls between sales are valuable in reassuring your customers of your interest in them,

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION ~~RESPONDENT~~ Exhibit No. CX-74N

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CX-74N

BY–PASS

When a Senior Key, Supervisor, or District Manager has a directly sponsored Consultant at the same level, the Consultant may by-pass the sponsor if he has the required qualified amount of R.P.V. and required qualified Consultants of each level; but, when this Senior Key, Supervisor, or District Manager qualifies to move up, he will move into his rightful position in the organization and receive all qualified overrides on the Consultant who by-passed him, beginning the following month.

R.P.V. NOTICES AND MAINTAINENCE QUALIFICATIONS

All Consultants must cooperate with their sponsors by informing them at the end of each month if they have not met the qualification amount of R.P.V. for their level. They must voluntarily purchase at the level they qualify for the first of the following month and inform their sponsor.

If a Consultant drops below his present level he must requalify at the original figure.

GRACE PERIOD FOR ILLNESS

When a Consultant needs a grace period due to illness, etc., he must apply for it by consulting with his District Manager or Regional Manager who will forward his request to the Home Office with their approval.

In all cases, three (3) months is the maximum period that will be granted.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 740

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CX-740

CASH PURCHASES

All purchases from the Company are cash with order - no C.O.D.

By cash we mean "currency" or its equivalent such as "cashier's check" or your own personal check (not "second party" checks - that is, checks you have collected from others from personal sales).

It is adviseable to get a cashier's check for an initial buy-in inventory to prevent delay in shipment until a personal check can be cleared.

PERMISSIBLE NAMES

Names you can use for your independent distributorship are:

John A. Brown, Distributor of Symbra'ette products.

or

John A. Brown, Symbra'ette Distributor.

or

John & Mary Brown, Symbra'ette Distributors.

NOT PERMISSIBLE

Ger-Ro-Mar Company of California or any State.
Ger-Ro-Mar Area Office.
Ger-Ro-Mar Distributing Company.

or

Symbra'ette Company of California or any State.
Symbra'ette Area Office.
Symbra'ette Distributing Company.

RECOMMENDED PRICES

As an independent business person, you buy Symbra'ette products at wholesale prices - to be sold through personal sales direct to the public at suggested retail prices.

Symbra'ette products are not to be sold in Retail stores.

Only exclusive boutiques or similar establishments where custom fitting is done, and no competitive line is sold can be considered as acceptable.

POST MARK DATE OVERRIDE COMPUTATION

Only orders postmarked on or before the last day of the month will be included in the R.P.V. for that month in determining overrides.

ADVERTISING

No Consultant may contract for advertising on radio, TV, newspaper, telephone directory, or in any other media, or the rental of office or warehouse space, using the Company name. Any person wishing to advertise or rent space must contract for it using their own name.

FEDERAL TRADE COMMISSION
Docket No. 8727 COMMISSION Exhibit No. 754P
RESPONDENT

FEDERAL TRADE COMMISSION
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ORDERS TO THE COMPANY

1. Start each month with ORDER #1 and R.P.V. of that order. Orders to the Company should be number consecutively.
Example:

Your first order for the month is #1. If you have a drop shipment for Jane, this would be Order #2; a drop shipment for Sue would be Order #3, even though these three orders came in under one date.

2. The name of YOUR sponsor must be entered in the space provided.

RECRUIT ORDERS

When a Senior Key or Supervisor is recruited, their ENTIRE initial order must be sent to the Home Office on the order form for the new Consultant's discount level (Senior Key or Supervisor) together with their application and a cashier's check or money order. This is necessary to set up the new applicant's file for Home Office accounting.

A Consultant who merely has an application signed by a recruit and does not submit the application and an order for merchandise to the Home Office has no claim on the recruit.

TERMINATION

A Consultant who has not made any purchase of Symbra'ette products for at least six continuous months is considered no longer associated with the Company or his Sponsor.

When a Consultant resigns or is terminated, the Consultants he has sponsored move up to his sponsor and close ranks.

If a terminated Consultant wants to join the Symbra'ette business again, she must begin again as a new Consultant, and she cannot regain her original sponsored group.

TRANSFER

If a Consultant prefers to be transferred to another Sponsor for more convenience, he must have the approval of his Sponsor and his District Manager and Regional Manager, and a letter to that effect must be presented to the Home Office for approval.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 74Q

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CX 74Q

COMPANY LITERATURE

No literature or telephone directory copy is to be printed using the Symbra-ette trade mark or copyright, without specific approval in writing, from the Company. Neither is any Symbra'ette literature to be reproduced by photostat, printing or any other means.

Because of the strict governmental regulation, of the wording of material pertaining to our business, it is expressly forbidden for any Consultant to privately produce literature pertaining to the Symbra'ette business. There are some very definite reasons for this:

1. Claims are often made innocently in privately produced literature that go beyond legally acceptable claims for the product. The distributor writing the material may get carried away with enthusiasm, but not being a lawyer, may not understand that making certain claims, even though they may be true, will put the product in violation of labeling laws, or classify it as a drug. Unauthorized claims may put the distributor using such literature in violation of a host of federal and state laws, and such violations can be an extremely serious matter, involving going through the courts, fines, etc. Most distributors are engaged in interstate commerce, so federal laws do apply. Federal laws states that any literature used in the sale of a product becomes part of the label when the product comes into classifications under the jurisdiction of the law, so misstatements in sales literature become labeling law violations, which are serious offenses. Symbra'ette, Inc. cannot, of course, defend a distributor cited for violation of laws because of unauthorized claims made in literature not approved by Symbra'ette, Inc.

2. Product liability insurance carried by Symbra'ette, Inc. is based on claims and directions in official Symbra'ette printed material. Distributors who become involved in damage suits because of unauthorized claims they made, using unapproved sales literature, will probably not be defended by the insurance companies that underwrite Symbra'ette, Inc. products liability insurance.

SYMBRA'ETTE GUARANTEE

"Symbra'ette products are guaranteed for 15 days from date of sale against defects in material or workmanship". . . . .And we will stand behind you on this guarantee.

There have been too many instances where customers write in and tell us that the Consultant has told them the bra, etc. was guaranteed for one year. No manufacturer can guarantee any garment for that long. Some people can wear our products that long while others can ruin them in a week. . . . .Don't put yourself and the Company on the spot by over extending the guarantee.

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhibit No. 74R

756
CY - 74 R

Your Opportunity w

Spirit

with

1

SEC

SH

FILE NO

Symbra·Ette

Products are distributed

through the following personn

KEY DISTRIBUTORS

SENIOR KEY DISTRIBUTORS

SUPERVISORS

DISTRICT MANAGERS

REGIONAL MANAGERS

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 75-Q

CX 75Q

Top level under the comp

is the Regional Manag

(ANYONE CAN ACHIEVE THIS LEV

Key Distributors

Buy from their Sponsors

Regional Mgrs. · District M

Supervisors & Senior Keys

Buy Direct from the Compa

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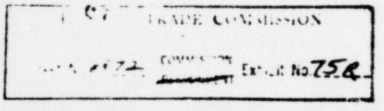
grs.



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CX 7512

Retail Purchase Volume

AS PURCHASES ARE ACCUMULATED
ARE REFERRED TO AS *RETAIL PURCHASE*
(EACH CALENDAR MONTH)

The basic products discount is computed
the R.P.V. and this is the figure on which
Discounts are based

K. DISTRIBUTOR_____ BUY @__3
SENIOR KEY_____ BUY @___4
SUPERVISORS_____ BUY @___4
DISTRICT MGRS._____ BUY @___!
REGIONAL MGRS._____ BUY @___!

FEDERAL TRADE COMMISSION
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THEY
F VOLUME

d from

35%
40%
45%
50%
55%

818

S 75S

Syndra-Tie

USES THE SPONSOR SY
TO BUILD SALES ORGANIZAT

It works like this....

Your purchases *Plus* The purc
of those you sponsor are a
ulated to total your own p
chase volume in a given mont

Docket No. P-72

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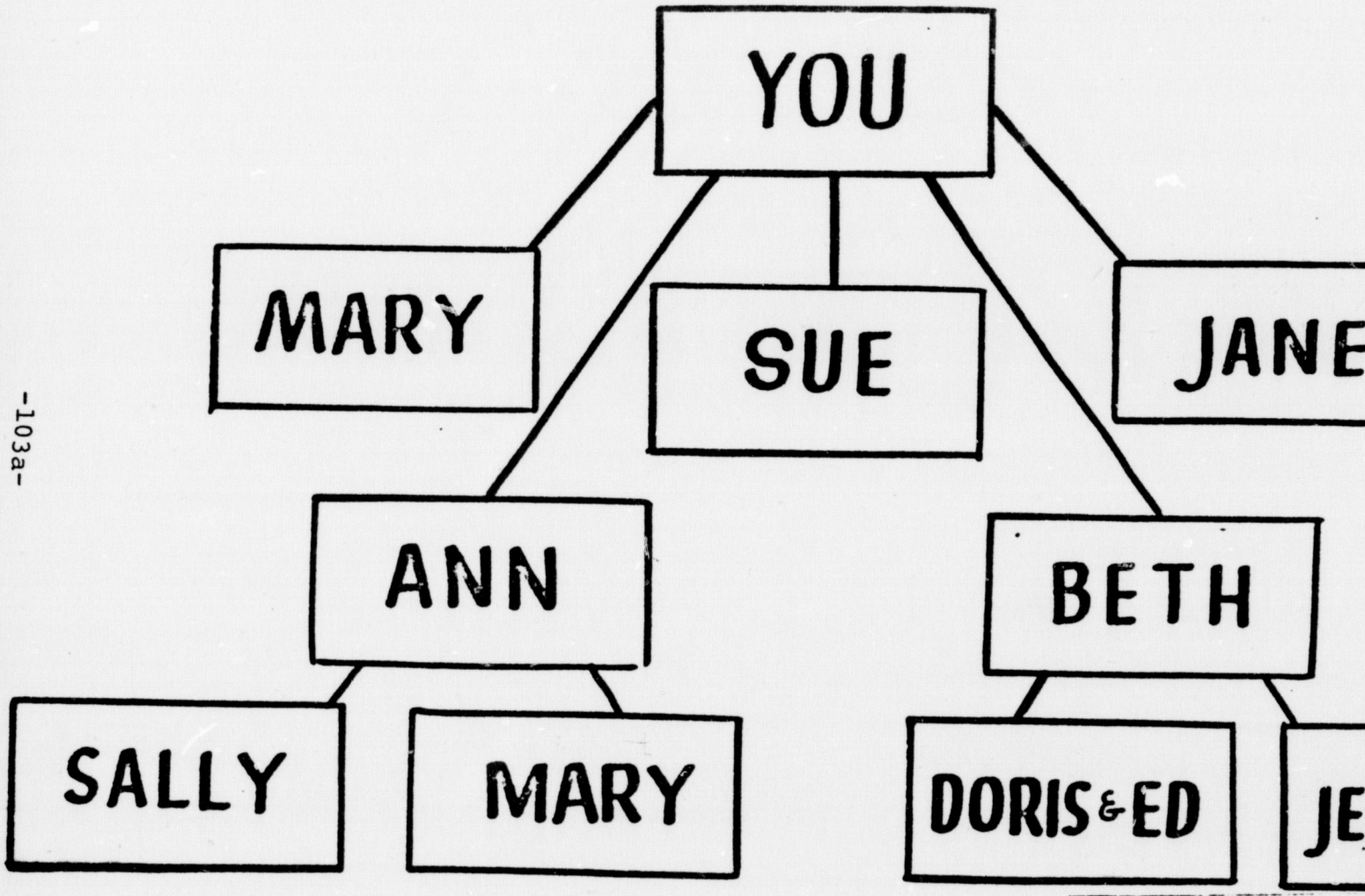


FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION EXHIBIT No. 75

AN & JOE

820

YOU AS A KEY DISTRIBUTOR

Choose your own way of se
Depending on how you like to

SET YOUR OWN HOURS *and* **BY SELLING 3-BRAS A DAY** ***YOU WOULD EARN....***

$31.35 *Per Day* @ 35%
× 5

$156.75 *Per Wk.* @ 35%
× 4 *Wks.*

$627.00 *Per Mo.* @ 35%

elling
work

= $10.97

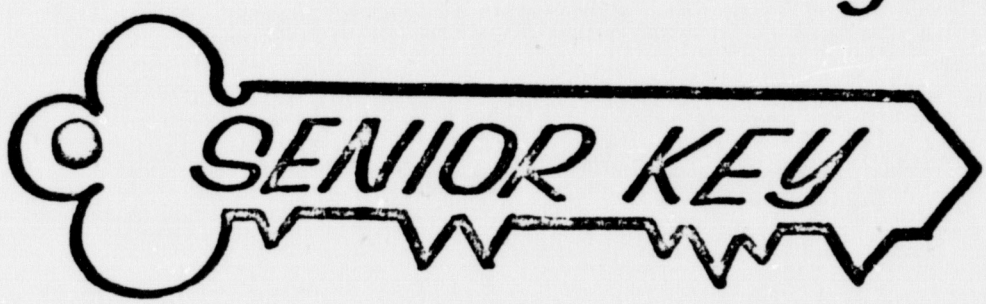
$54.85

$220.00
.821

When you do the above
introduce only one new key D
utor in a month.....

YOU QUALIFY AS A SENIOR

So Now let's look at you a



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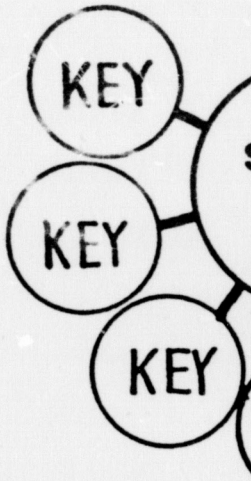
Distrib-

KEY
as a...

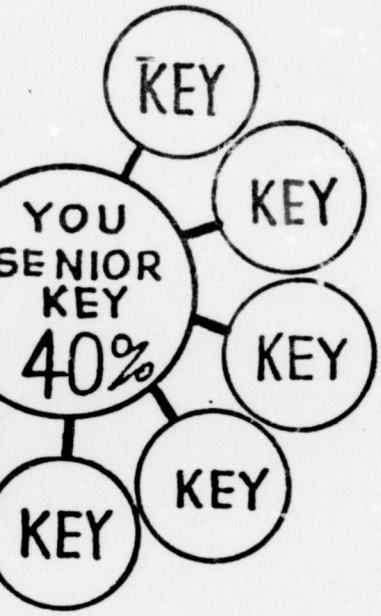
FEDERAL TRADE COMMISSION
Docket No 8872 Exhibit No 75K

you AS A SENIOR KEY



YOU

- BUY DIRECT FROM COMPANY
- CAN RECRUIT YOUR OWN ORGANI
- EARN 40% PROFIT
- ARE A WHOLESALER (SELL TO K
- EARN 5% PROFIT ON SALES TO KE
- HAVE A TREMENDOUS GROWTH OPPOR



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RTUNITY

WHEN YOU SELL $1,000 R. P
AND HAVE ONLY 5-KEYS
BUYING THEIR PRODUCT FROM

You will earn...

YOU SELL $1,000 × 40% =

5-KEYS × $700 $3,500 × 5% =

PER MONTH

P.V.
S
YOU

$400
$175

$575

825

As your organization grows

so does your income

YOUR R.P.V. IS NOW MORE THAN THE

$3,000

A MONTH NEEDED TO ATTA

The Supervisor Level

S....

E

IN

FEDERAL TRADE COMMISSION
Docket No. [illegible] Exhibit No. 7-[illegible]
[illegible] 827 826

WHAT DOES SUPERVISOR MEAN

YOU EARN
- 45% PROFIT ON PERSONA
- 10% PROFIT ON SALES TO
- 5% OVERRIDE ON SENIOR
- 2% OVERRIDE ON DIRECT SU

You are eligible to qualify for car a

N IN $?

AL SALES

KEYS

KEYS

PERVISORS

llowance

A small organization like this can
the following income...

5-SENIOR KEYS × 1000 RPV = 5000 × 5%

SALES TO KEYS _____ 2000 × 10%

CAR ALLOWANCE _____

PERSONAL SALES _____ 1000 × 45%

This volume would give you more
than the necessary 7,500 R.P.V.
to qualify for District Mgr.

give you

% $250

% $200

$100

% $450

$1,000

PER MONTH

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828

DISTRICT MANAGE

-11a-

Earn
- 50% DISCOUNT OF R.P.V.
- 15% ON SALES TO KEY DISTRIB
- 10% OVERRIDE ON DIRECT SENI
- 5% OVERRIDE ON COMBINED TOTA
- OF SUPERVISORS & THEIR SENI

Earn
- 3% OVERRIDE ON DIRECT DISTRICT
- 1% OVERRIDE ON INDIRECT DISTRICT

D.M. Can earn $150 PER MONTH Cash Car A

RS

BUTORS
OR KEYS
AL R.P.V.
OR KEYS

MGRS.
MGRS.

llowance

529

Symbra-Ette® DISTRICT MANA
ORGANIZATIO

	R.P.V.	
DIRECT DM VOLUME	50,000 x 3%	$1,
INDIRECT DM VOLUME	20,000 x 1%	
SUPERVISOR	27,000 x 5%	1,
DIRECT SENIOR KEYS	12,000 x 10%	1,
WHOLESALE TO KEYS	2,000 x 15%	
CASH CAR ALLOWANCE		

$4,700 PER MONTH

$56,400 PER YEAR

$4,

GER
ON

500,00
200,00
350,00
200,00
300,00
150,00

700.00

830

Symbra-Etie

Offers CAR ALLOWANCE for THRE

REGIONAL MANAGERS

EARN $200 CASH CAR ALLOW

DISTRICT MANAGERS

EARN $150 CASH CAR ALLOW

SUPERVISORS

EARN $100 CASH CAR ALLOW

EE LEVELS

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831

Regional Manag
Qualifications

-114a-

$25,000 R.P.V.

3-DIRECT DISTRICT MGR

2-INDIRECT DISTRICT MGR

er

a

S.

S.

832

REGIONAL MANAGER

Earn

- 55% DISCOUNT OF R.P.V.
- 20% ON SALES TO KEYS
- 15% OVERRIDE ON DIRECT SENIO
- 10% OVERRIDE ON DIRECT SUPE
- 5% OVERRIDE ON DIRECT DISTRI

Earn

- 3% OVERRIDE ON DIRECT REGIO
- 1% OVERRIDE ON INDIRECT REGIO
- 1% OVERRIDE ON INDIRECT DISTR
- $200 MONTHLY CASH CAR ALLO

RS

OR KEYS
RVISORS
ICT MGRS.

ONAL MGRS.
ONAL MGRS.
RICT MGRS.
OWANCE

Symbra-Ette® REGIONAL MANA
ORGANIZATIO

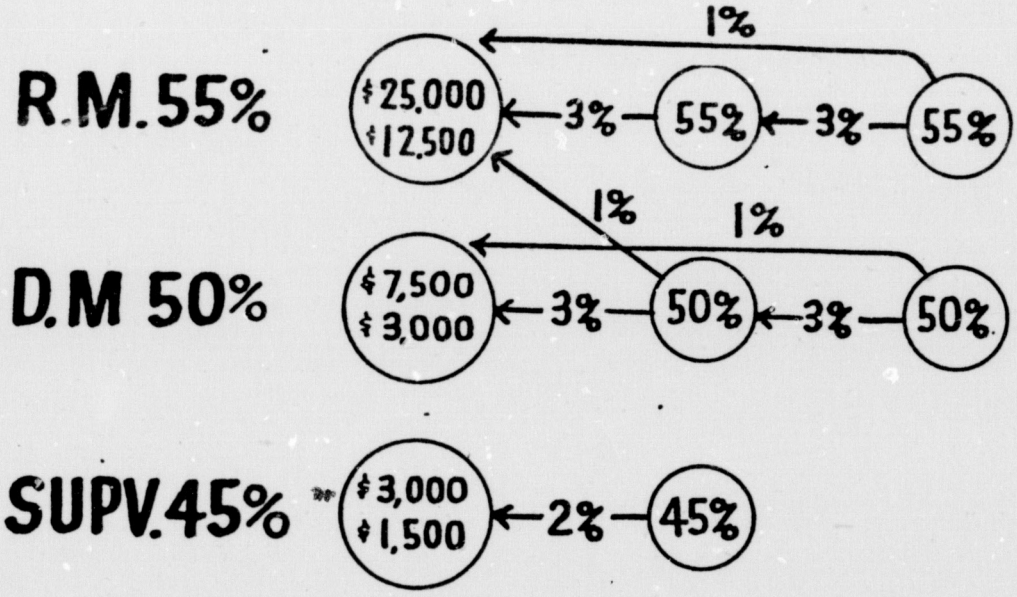
	R.P.V.
DIRECT DISTRICT MGR. VOLUME	$50,000 x 5
INDIRECT DISTRICT MGR. VOLUME	20,000 x 1
SUPERVISOR VOLUME	20,000 x 10
DIRECT SENIOR KEYS	10,000 x 15
WHOLESALES TO KEYS	2,000 x 20
I-DIRECT REGIONAL MGR. VOLUME	15,000 x 3
IN-DIRECT REGIONAL MGR. VOLUME	30,000 x 1
CASH CAR ALLOWANCE	

$7550 *Per Mo.* **$90,600** *Per Yr.*

AGER
ON

%	$2,500 00
%	200 00
%	2,000 00
%	1,500 00
%	400 00
%	450 00
%	300 00
	200 00
	$7,550 00

931



REGIONAL
CAR AL
$17,500

DISTRICT
CAR AL
$7,500

SUPE
CAR AL
$4,500

S.K. 40%

$1,000
$ 500

KEY 35%

$300
$100

BONUS MERCHANDISE - SPECIAL 60%

$75 R.P.V. - 1 GARMENT *at* 60% *OFF*
$150 R.P.V. - 2 GARMENTS *at* 60% *OFF*
$250 R.P.V. - 3 GARMENTS *at* 60% *OFF*
$350 R.P.V. - 4 GARMENTS *at* 60% *OFF*
$500 R.P.V. - 5 GARMENTS *at* 60% *OFF*

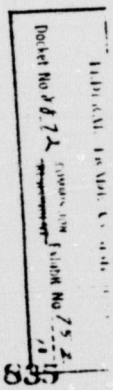
MANAGER
LOWANCE
$200

MANAGER
LOWANCE
$150

RVISOR
LOWANCE
$100

DISCOUNT

RETAIL
RETAIL
RETAIL
RETAIL
RETAIL



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You have seen how you may st
as a Key Distributor & grow to b

REGIONAL MANAGER

YOU MAY START YOUR SYMBRA*ETTE
IN ANY BRACKET YOU DESI

SUPERVISOR · SENIOR KEY
KEY DISTRIBUTOR

tart
e a...

BUSINESS
RE
Y

FEDERAL TRADE COMMISSION
No. 8872 EXHIBIT Exhibit No. 75-Z
11

SUPERVISOR BY PURCHASING

$3,000 R.P.V. INVENTOR
LITERATURE, SALES-AID
SUPPLIES
WITH AN INVESTMEN
APPROXIMATELY $1,950

Y *Plus*

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T OF

TRADE COMMISSION
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12

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SENIOR KEY BY PURCHASING

$1,000 R.P.V. INVENTORY *plus*
ATURE, SALES AIDS & SU
WITH AN INVESTMENT
ROXIMATELY $700.00

KEY DISTRIBUTOR

$300 R.P.V. INVENTORY *plus*
ATURE, SALES AIDS WI
INVESTMENT OF AP
IMATELY $215.00

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PPLIES
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TRADE COMM
Docket No 757
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EACH CONSULTANT

Is in business for h

YOU START YOUR ASSOCIATION
SYMBRA*ETTE BY COMPLETING AN
CATION FROM YOUR SPONSOR & PURCH
A SYMBRA*ETTE INVENTORY IN
BRACKET - YOU DESIRE TO WORK

nself

WITH:
APPLI-
ASING·
N THE
IN.

840

Sylvia Sette

P.O. [illegible] SAN [illegible], CALIFORNIA [illegible]

Date 3/5/71

Order No. 1

DROP SHIP TO

NAME

ADDRESS

CITY & STATE ZIP

COUNTY

☐ Key

NAME Jean F. Thomas

ADDRESS P.O. Box 2570

CITY & STATE Daytona Beach, FL ZIP 32015

COUNTY

☐ RM ☐ DM ☒ Supv. ☐ SK

	UNIT	PRICE	AMOUNT
Sylvia Sette Sales Manual	Each	$3.50	
Sylvia Sette Consultant Application	Pad	.25	
BRA Order forms R.M. ☐ D.M. ☐ SUPV. ☐ S.K. ☐ K	4	.25	
SWIMWEAR Order forms R.M. ☐ D.M. ☐ SUPV. ☐ S.K. ☐ K	5	.25	
WIG order forms R.M. ☐ D.M. ☐ SUPV. ☐ S.K. ☐ K	3	.10	
Literature and Bra supply order forms	Pad	.25	25
Customer Service Record Card	100	1.00	
Sylvia'sette Opportunity Booklet	15	2.50	
Envelopes ☐ Airmail ☐ Reg. Mail	12	.25	
R.P.V. Notice To Sponsor	Pad	.25	
Retail Receipt Book	Each	.25	25
Retail Price List	10	.15	
Hostess "Dating" Folders	50	1.50	
"Thank You" Cards and Envelopes	50	1.50	
"Cup" Cards and Envelopes	50	1.50	
Monthly R.P.V. Record Sheets	10	.10	
News Bulletins	Each	.05	
Achievement Notice to Home Office	Pad	.25	
Plastic Bags ☐ 7x14 ☐ 6x12	50	1.00	
8mm Movie in Cartridge	Each	75.00	
16mm Movie on Reel	Each	95.00	
Super 8 Cartridge Projector	Each	435.00	
Recruiting Flip Chart (37 pages)	Each	9.95	
Bra Fitting Brochure	50	2.50	
Monthly R.P.V. Report to Home Office	Pad	.25	
New Key Distributor Literature Kit	Each	20.00	
New Senior Key Literature Kit	Each	27.50	
BRA BROCHURE (without models)	50	2.50	
BRA BROCHURE (with live models)	50	2.50	
WIG BROCHURE	50	2.50	
SWIMWEAR BROCHURE	50	2.50	
LINGERIE BROCHURE	50	2.50	
Lingerie Rack (shipped airmail)	Each	17.50	
(shipped parcel post)	Each	12.50	
Wig Color Ring	Each	5.00	
Illuminated Bra Manikin	Each	14.50	
Illuminated Girdle Manikin	Each	17.50	
Illuminated Swimwear Manikin (for Bra & Girdle) (Full Torso)	Each	29.50	

COMPLETED BY

DATE 3-5-71

COLUMN ONE TOTAL .50

Styles 162-252 BRA EXTENSIONS

	UNIT	PRICE	AMOUNT
WHITE BLACK			
2 eye	Each	$ .25	
3 eye	Each	.30	
4 eye	Each	.35	
5 eye	Each	.50	
6 eye	Each	.65	.65
7 eye	Each	.75	
8 eye	Each	.85	
9 eye	Each	1.00	
Styles 212,213,214 ☐ Satin Extensions			
1 eye	Each	.25	
2 eye F & G cups	Each	.30	
Shoulder straps ☐ Cotton ☐ Satin			
☐ 3/4" ☐ 5/8"	Pr.	.25	
Cup Extensions	Pr.	.35	
Bra 'Keeps (shoulder protection pad) (White only)	Pr.	1.00	
Elastic Bra Hook and Eye (White only). (to hook bra to girdle)	Pr.	.25	
ELASTIC BACKS FOR 162-252 with hooks and eyes (state size & style)			
2 eye	Each	1.00	
3 eye	Each	1.25	3.75
4 eye	Each	1.50	3.00
5 eye	Each	1.75	
6 eye	Each	2.25	
7 eye	Each	2.75	
each additional eye over 7 add 50¢ each.			
Style 212-213-214 – 1 eye back	Each	.75	
Style 212-213-214 F & G – 2 eye back	Each	.75	
Style 214 Removable Cup Covers White Lace Suggested Retail $3.50			

CUP / 30 32 34 36 38		
AA	Each	2.00
A	Each	2.00
B	Each	2.00
C	Each	2.00
D	Each	2.00
E	Each	2.00
Style 212, 213, 214 Repair Kit (Straps and Backs)	Each	1.50

COLUMN TWO TOTAL 7.

CX-78

Date Rec'd 3-7-71

Amt. Rec'd 127.54

TOTAL COLUMN TWO 6.

TOTAL COLUMN ONE

GRAND TOTAL

Calif. Res. 5% or S.F. 6% sales tax

Amount Enclosed 7.

842A

Symbra'ette

LITERATURE AND BRASSIERE SUPPLIES ORDER FORM

P.O. BOX 5736 • SAN JOSE, CALIFORNIA 95150

Date _____

Order No. _____

DROP SHIP TO

NAME _____

ADDRESS _____

CITY & STATE _____ ZIP _____

☐ Key

NAME [illegible]

ADDRESS [illegible]

CITY & STATE [illegible] ZIP [illegible]

☐ RM ☐ DM ☐ Supv. ☐ SK

QTY.		UNIT	PRICE	AMOUNT
2	Symbra'ette Sales Manual	Each	$2.50	
	Symbra'ette Consultant Application	Pad	.25	
	Symbra'ette Satin Banner (42 x 50)	Each	30.00	
	BRA order forms: ☐R.M. ☐D.M. ☐SUPV. ☐S.K. ☐K	4	.25	
	SWIMWEAR order forms: ☐R.M. ☐D.M. ☐SUPV. ☐S.K. ☐K	5	.25	
	WIG order forms ☐R.M. ☐D.M. ☐SUPV. ☐S.K. ☐K	3	.10	
	Literature and Bra supply order forms	Pad	.25	
	Customer Service Record Card	100	1.00	
	Symbra'ette Opportunity Booklet	20	2.50	
	Envelopes ☐ Airmail ☐ Reg. Mail	12	.25	
	R.P.V. Notice To Sponsor	Pad	.25	
	Retail Receipt Book	Each	.25	
	Retail Price List	10	.10	
	Hostess "Dating" Folders	50	1.50	
	"Thank You" Cards and Envelopes	50	1.50	
	"Cup" Cards and Envelopes	50	1.50	
	"Gift" Certificate Book	Each	.25	
	Monthly R.P.V. Record Sheets	10	.10	
	News Bulletins	Each	.05	
	Achievement Notice to Home Office	Pad	.25	
	Plastic Bags ☐ 7x14 ☐ 6x12	50	1.00	
	8mm Movie in Cartridge	Each	75.00	
	16mm Movie on Reel	Each	95.00	
	Super 8 Cartridge Projector	Each	435.00	
	"Have You Tried One?" (Button)	3	.25	
	Recruiting Flip Chart (37 pages)	Each	9.95	
	Symbra'ette Pens	3	1.00	
	Bra Fitting Brochure	50	2.50	
	Monthly R.P.V. Report to Home Office	Pad	.25	
	District Manager Award Pin-Diamond	Each	15.00	
	Supervisor Award Pin-Ruby	Each	9.00	
	New Key Distributer Literature Kit	Each	19.25	
	New Senior Key Literature Kit	Each	25.75	
	BRA BROCHURE (without models)	50	2.50	
	BRA BROCHURE (with live models)	50	2.50	
	WIG BROCHURE	50	2.50	
	SWIMWEAR BROCHURE	50	2.50	
	LINGERIE BROCHURE	50	2.50	
	Lingerie Rack (shipped airmail)	Each	17.50	
	(shipped parcel post)	Each	12.50	
	Wig Color Ring	Each	5.00	

Styles 162-262 BRA EXTENSIONS	UNIT	PRICE	AMOUNT
WHITE BLACK			
2 eye	Each	$ .20	
3 eye	Each	.25	
4 eye	Each	.30	
5 eye	Each	.35	
6 eye	Each	.40	
7 eye	Each	.45	
8 eye	Each	.50	
9 eye	Each	.55	
Styles 212.213.214 ☐ Satin Extensions			
1 eye	Each	.25	
2 eye F & G cups	Each	.30	
Shoulder straps ☐ Cotton ☐ Satin			
☐ 3/4" ☐ 1 5/8"	Pr.	.25	
Cup Extensions	Pr.	.35	
Bra 'Keeps (shoulder protection pad) (White only)	Pr.	1.00	
Elastic Bra Hook and Eye(White only) (to hook bra to girdle)	Pr.	.15	
Elastic Backs for 162 - 262 with hooks and eyes(state size& style)			
2 eye	Each	.75	
3 eye	Each	1.00	
4 eye	Each	1.25	
5 eye	Each	1.50	
6 eye	Each	1.75	
7 eye	Each	2.00	
Style 212-213-214 — 1 eye back	Each	.75	
Style 212-213-214 F & G — 2 eye back	Each	.75	
Style 214 Removable Cup Covers White Lace Suggested Retail $3.50			
CUP 30 32 34 36 38			
AA	Each	2.00	
A	Each	2.00	
B	Each	2.00	
C	Each	2.00	
D	Each	2.00	
E	Each	2.00	
Illuminated Bra Mannikin	Each	12.95	
Illuminated Girdle Mannikin	Each	15.95	
Illuminated Swimwear Mannikin (or Bra & Girdle)(Full Torso).	Each	27.95	84

COMPLETED BY _____

DATE _____

CX-79

COLUMN TWO TOTAL ****

Rec'd

TOTAL COLUMN TWO

TOTAL COLUMN ONE

Ger-Ro-Mar INC.

460 MERIDIAN AVE. SAN JOSE, CALIFORNIA 95126

CONSULTANT APPLICATION

(PLEASE PRINT OR TYPE)

Date [illegible] Area Code 513 Phone 777-1441

Name Yvonne Meredith

Address [illegible]

City [illegible] State Ohio Zip Code [illegible]

Single ✓ Married Date of Birth JAN 30, 1936

Husband (or wife's) name and occupation [illegible] E. Sr

Employment history including sales experience

[illegible]

[illegible] Tate Lines

Time available for work: Full time ✓ Part time

IN CONSIDERATION OF THE ACCEPTABILITY OF THE ABOVE QUALIFICATION I DO HEREBY AGREE TO THE FOLLOWING:

To purchase as a condition of this agreement Symbra'ette products according to the procedure and the discount schedule, as set forth in the Sales Manual and referred to in the Rules and Regulations, said Rules and Regulations are an integral part of this agreement and by this reference are incorporated herein, and I agree to abide by any and all of the terms and conditions set forth therein, and any amendments thereto.

At my own expense to make, execute, and file any and all reports required by any law or public authority with respect to the receipt, holding, or sale of Symbra'ette products, and shall at all times abide by any and all Federal, State, County and Municipal laws, rules and regulations of every nature in connection with holding, selling, advertising and distribution of Symbra'ette products.

That I am an independent contractor and not an employee or agent of Ger-Ro-Mar Inc. for any purpose, nor shall this agreement be construed as a joint venture: I agree to defray all cost of the selling and distributing of Symbra'ette products and to save Ger-Ro-Mar Inc, harmless from all of said costs.

[illegible]
Applicant's Signature

Sponsor's Signature

[illegible]
Address

[illegible]
City and State Zip Code

1. NAME OF APPLICANT—Write in name of applicant in the capacity he joins the organization.

Distributor

Key Distributor

Senior Key Yvonne Meredith

Supervisor

District Manager

2. APPLICANT INTRODUCED BY:

Distributor

Key Distributor

3. SPONSOR OF APPLICANT (or Sponsor of Person who introduced Applicant)

Senior Key

Supervisor Beth Vinett

District Manager

4. SPONSOR OF PERSON IN (3) ABOVE.

Senior Key

Supervisor Katie Sanford

District Manager

5. SPONSOR OF PERSON IN (4) ABOVE OR SPONSOR OF SUPERVISOR (5).

Supervisor Ann Anderson

District Manager

PLEASE SEND ORIGINAL COPY OF APPLICATION TO HOME OFFICE.

Printed in U.S.A.

846

CX-87

Symbra·Ette NEWS

SPRING EDITION

2 MERIDIAN AVENUE
OL. 3, NO. 3

MAY – 1971

SAN JOSE, CALIFORNIA 95126
PRINTED IN USA

THE MIDWEST LEARNS ABOUT SYMBRA-ETTE

Symbra-Ette is making its move in the midwest. Illinois and Wisconsin wish to be seen and heard.

Perhaps one of the best examples is Joan Carter of Galva, Illinois, who recruited her first consultant before she ever held a show. Both Joan and her recruit, Joan Headley, made their advancements to Senior Key level in their second month as *Symbra-Ette* consultants.

Another shining example is Schaliene Porter of Pekin, Illinois, who got out and fitted bras every day from morning 'til night until she also earned her Senior Key in her second month with *Symbra-Ette*.

Schaliene is eyeing Supervisor level this month. She decided to try her hand at recruiting since she discovered a consultant can earn more than $17.50 per hour fitting and selling bras and girdles.

A gal from Moline, Illinois has really been selling up a storm. Hedy Williams sold more than $500 in bras and girdles during her first three days as a consultant for *Symbra-Ette*. She introduced *Symbra-Ette* to her area, holding a fashion show in conjunction with the Democratic card party. The unique show was a walloping success, thanks to Hedy's hard work.

In Wisconsin, three brand new consultants have appeared to beautify the Dairyland of America. They are Betty Cook, Arlene Frankhauser, and Doris Kurtz.

Hats off to all members of Dolly Gilmore's Symbra-Ette.

CONSULTANT TRAINING SCHOOL

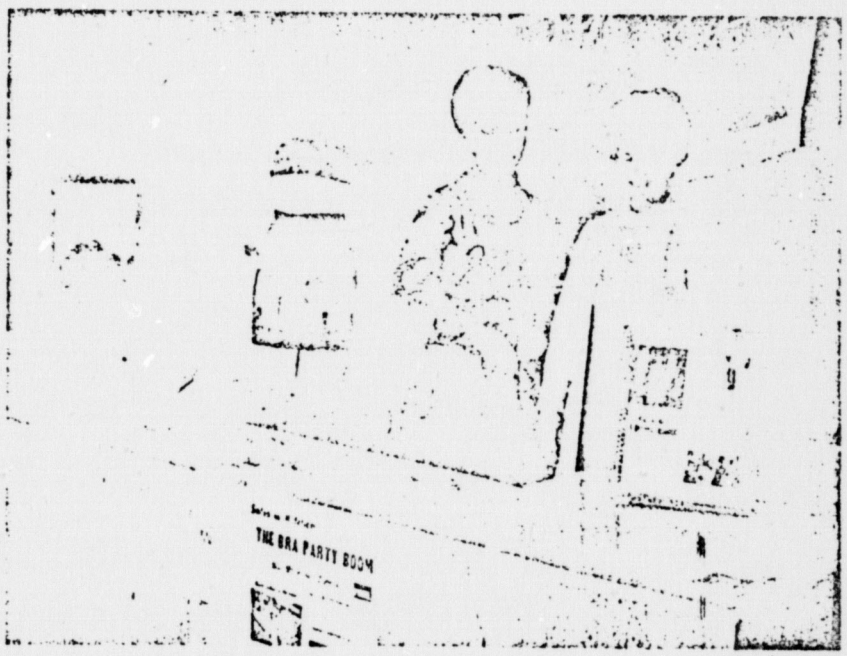
GENE NELSON has just announced the opening of a *Consultant Training School* at 105 North New York in downtown Lakeland, Florida.

In conjunction with her Regional Manager, Chris Wolfe, she is offering a full program in marketing, recruiting, sales management, and up-to-date fitting practices.

At this time, she is offering one session per month; on the third weekend of that month. Each session will be composed of four large classes.

Upon completion of a course, a Consultant will receive a *Consultant Training School Diploma.*

The Company sends best wishes to GENE for the success in her new venture.



Regional Manager Chris Wolfe (left) and Gene Nelson look very pleased with themselves.

DETERMINATION DETERMINATION DETERMINATION DETERMINATION

Determination = *Alberta Bond.* *Alberta* has that rare quality known as determination. She has reached Supervisor level in spite of a full time job and more trips to the hospital than I can remember. This girl has never failed to maintain her quota even from a hospital bed. We are extremely glad to be able to report that she is now a Supervisor and is well on her way to District Manager.

Katie and Jack Sanford

DETERMINATION DETERMINATION DETERMINATION DETERMINATION

FROM THE PRESIDENT'S DESK

Dear Consultant,

We are well into Spring now, and as a new lease of life appears in nature, so does Symbra-Ette enter into a new and exciting phase.

During the next few months, you will be receiving up-to-date information regarding our Symbra-Ette Seminar 1971 to be held in Chicago at the Arlington Park Tower Hotel. I have talked personally to many Consultants about our Seminar and have received enthusiastic responses from them. I would remind you that the Seminar recruiting contest, with its rich rewards, is now in full swing. This is a three month contest giving you more time to reach your target.

Our factory, in beautiful Scotts Valley, is now operating but we are in a period of operator training now, and expect to be in full operation soon.

We have everything ahead of us. Let us all strive to attain that which we most desire--success and happiness. I wish you all the best.

Sincerely,

Carl G. Simonsen

HOME OFFICE MEMOS

The girls in Order Processing have a request or two.

Please do not scribble instructions in various parts of your order. If you have a special request about a particular garment you have ordered, attach a note to the order. Chances of the note's being seen are far greater than those of little scribbled jotting on the order form itself.

If you require a size of cup that is not on the order blank:

California only--Add $1.00 to cost and Retail for each letter size extra.

Other states--Add $1.00 to cost only.

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For Example: if you order a 261 J36 add $2.00 as J is the second letter after H in the alphabet.

Do Not confuse the above instruction with the instructions already on the order form for #162 and #262 styles.

COUNTY NAMES

We have not had much cooperation from Consultants drop-shipping within California.mmThe last *Symbra-Ette News* asked you to put the county of the "ship to" address on your orders to the Company.

The reason for this request is that the 1% of the total 5% of California Tax is allocated to the named county. Unless we know the county, we cannot fairly allocate collected Sales Tax to those counties.

There are three kinds of people:
Those who make things happen.
Those who watch things happen.
Those who don't know anything has happened!
Which kind of person ar you?

We are receiving orders from Key Consultants who seem to have the impression that they may order direct from the Company. The ordering policy is that Keys must order through their sponsors.

Please ensure that all new recruits be instructed accordingly.

The following is an article which appeared in the San Gabriel Valley Tribune:

"Chris Luallan of El Monte said when her sister **Kay Anderson** threw a 'bra party' for some of her friends, invitations that went out had the wrong street number on them.

Mrs. Anderson cleverly worked that out with a sort of directional indicator. She placed a torso mannequin, clad in a black bra, on top of a car parked in front of her house.

It was a clever idea, all right. But it was too much for the young mobsters on the block. Within five minutes a car roared up, whisked the black bra mini-mannequin into the car and screeched off down the street.

Last Mrs. Luallan heard, El Monte Police were still trying to harness the thieves."

Hat's Off!!

Hat's off to District Manager **Connie Ferrall** and all of her girls! Their volume continues to soar month after month and Connie is constantly giving them workshops on fitting, selling, and motivation of every description, along with sales meetings and opportunity meetings. These girls are well trained and it has paid off! We can only think of PROGRESS as we see them march on Symbra-Ette!

GEORGIA BUSINESS MEETING

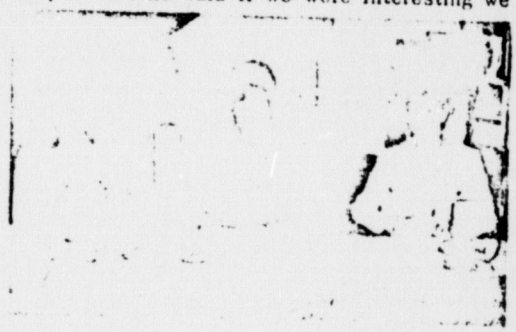
Veda Harris and *Elisa Smith* were hosts to *Carla Edmistins* recent- when they invited her down to Georgia to join them in a business meeting.

Veda's husband, *Bob*, explained the marketing program and did a fine job.

Those attending the meeting besides those mentioned above were *Bertie Nelson, Dorothy House, Pat Winterboen and husband, Joyce Smith and Mr. Jap.*

COMING FROM WTAX RADIO

Three of us on WTAX Radio Springfield, Illinois: (left to right) Maggy McGovern - District Manager, Lucy Johnson - Senior Key, Barbara Poggenpohl - Senior Key. This radio station show started at 10:30 p.m. and he said if we were interesting we could be on til mid-night and if we were dull he'd put something else on to fill the time. We did so well, we ran 8 minutes over. We talked for about a half hour and then the radio audience was invited to call in with questions. We explained the product, program and the importance of women being fitted and getting personal service.



"Karen's"

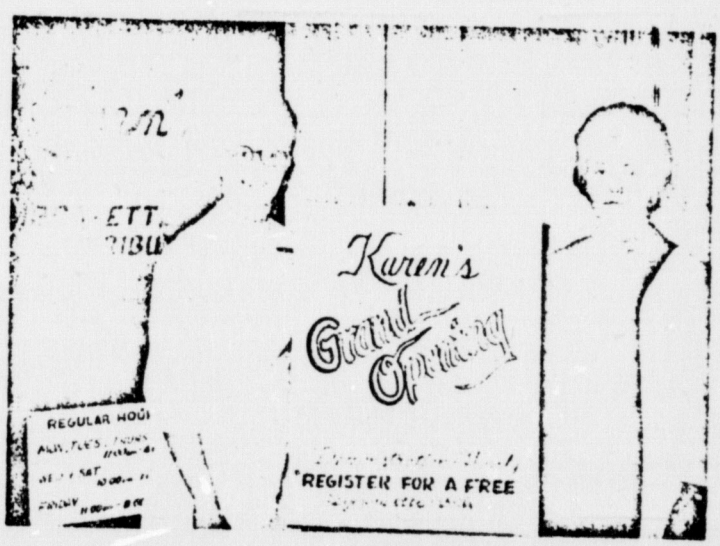
Karen Andrews of Meadsville, Pennsylvania is a good example of what *Symbra-Ette* can do for a woman. Not by wearing the bra but by taking the opportunity offered by the program.

For four years, Karen worked as a registered X-Ray technician in hospitals. During that time, she did studies of the breast tissue called Mammograms. Because of over exposure to radiation she became ill for about a year suffering from mononeucleousus.

She wrote, "*Symbra-Ette* appealed to me, as I could adjust the hours so I wouldn't have to work such a long day, and I would still be working with and helping people."

From this "appeal", Karen has progressed to the point of opening up her shop in Meadsville. Assisted by her mother, **Iris Andrews**, another *Symbra-Ette* consultant, they look like they are "raring to go". All the signwork for the new shop was done by her sister, **Karen Washburn**, who is a hostess in the new shop.

How's that for a family?



Karen Andrews with Iris Andrews proudly show the sign for their new shop "Karen's".

SYMBRA-ETTE ADDRESS

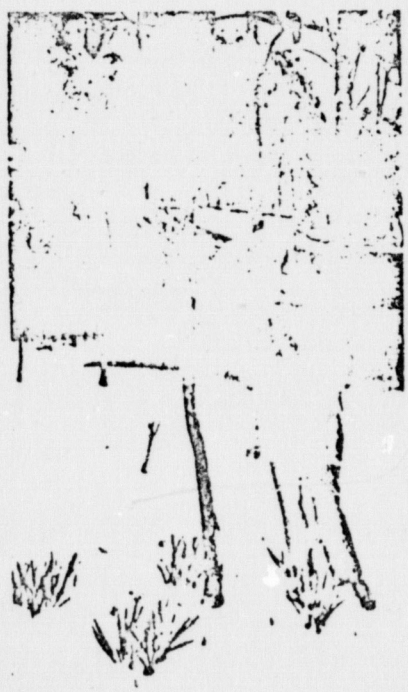
(adapted from Lincoln's Gettysburg Address
by Dennis Mayhew and Joyce Boles)
as taken from the newsletter titled The Caroliers

FOUR YEARS and some months ago, our mothers brought forth on this continent, a new bra, conceived in comfort, and dedicated to the proposition that all women are created different.

NOW we are engaged in a great competition, testing whether that bra, or any bra, so conceived and so dedicated, can long endure. We are met on a great sales field of that bra. We have come to dedicate this day as a final resting place for those bra problems that all women might have. It is altogether fitting and proper that we should do this.

BUT in a larger sense – We cannot dedicate – We cannot consecrate – We cannot hallow this ground The brave women, living and dead, who struggled with conventional bra problems, have consecrated it far above our poor power to add or detract.

THE world will little note, nor long remember what we say here, but it can never forget what they did here. It is for us now in *Symbra-Ette* to be dedicated here to the unfitted work which they who started here have thus far so nobly advanced. It is rather for us to be here dedicated to the great task remaining before us – that from these honored consultants, we take increased devotion to that cause for which they gave the last full measure of comfort – that we here highly resolve that women shall not wear bras in pain – that these women in *Symbra-Ette* shall have a new life of comfort – and that the consultants of *Symbra-Ette*, by sharing *Symbra-Ette*, and fitting *Symbra-Ette*, shall prosper from that bra.



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FrancesFlaherty, with daffodils and 2 inches of snow in Raliegh, North Carolina on the sixth day of Spring.

MIDWEST GIRLS

No names, but they are too nice to leave out of the news.*

*see story in front page.

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 1

In the Matter of: Der-Ro-Mar, Inc.

Date 6/18/73 Witness _____ Reporter CR

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Symbra®
Ette

SYMBRA'ETTE BRASSIERES

The *custom fitting* of the Symbra'ette brassiere is the basis for the continuous success of your career as a Symbra'ette Consultant. The prime achievement, that you as a consultant must strive for, is accurate *custom fitting*. The words *custom fitted* should always be used whenever discussing the Symbra'ette brassiere. The fact that your customer is being custom fitted cannot be over emphasized and should be constantly impressed upon her. Very few women have been custom fit before and will be amazed at the comfort and figure improvement they receive if you do your fitting properly. The woman you are fitting is relying upon your ability and your knowledge for the perfect fit.

The Symbra'ette is a complete innovation in the foundation industry and one that is long overdue. The Symbra'ette, being unique in design and service, helps solve almost any bust problem a woman might have. Thus, there is a vast, **ready** market for the products.

Our products are enthusiastically received by women everywhere who are always searching for ways to improve themselves.

The following pages require your strictest attention. These pages will acquaint you with correct custom fitting procedures. The illustrations will also be an aid in familiarizing you with fitting steps.

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WORK WITH NATURE – Never fight it!!

Symbra'ette does not use wires and pads because Symbra'ette does not need them for support or to produce its magical results.

Muscles do not support the bust – only skin actually supports the breast – and skin stretches. When skin stretches, allowing the bust to drop, (actually, in the case of the heavy bust, the sheer weight of the bust stretches and enlarges the bust) the wire-like ligaments become pulled and stretched; an important reason why the lack of wearing a bra can also produce the abnormal condition described above.

Pressure points are also a factor in the health of the breast. When a bra is worn for more than one day in a row, the pressure point on the breast (never in the same place in each garment) keeps rubbing and irritating in the same place. This is believed to be one of the causes of breast problems. In other words, you should alternate your bras to prevent pressure against the same area of the breast.

Because the Uniband brings all of the breast tissue forward and up from around the bust, the pressure on the breast is less.

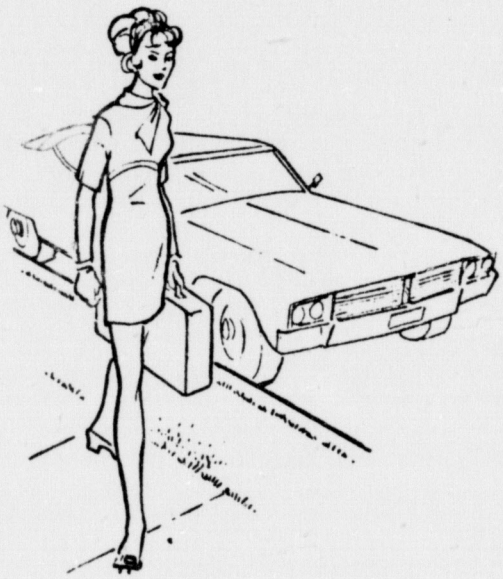
Symbra'ette comes in many varied, and here-to-fore, unattainable bra sizes, and the bust can be properly fitted in the right cup size. An unusually wide range of sizes from 30 to 46 and with the cup sizes from A to M gives greater scope and perfection in fitting.

By measuring properly, thereby determining the customer's correct size (generally she has never worn the correct size before) and through the use of the "extensions" a personalized fitting results in a truly *customized*, beautiful and comfortable brassiere for the wearer, never before possible.

877

THE SECRET OF SYMBRA'ETTE SUCCESS

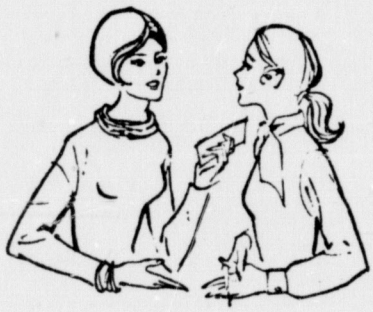
Literally millions of women are searching for the answers to bra problems today. There is an unlimited market for the wonderful Symbra'ette, designed to give more comfort and support than any ordinary bra now available.



It's easy to spot a successful SYMBRA'ETTE Consultant. She is the woman who tells every woman she meets how wonderful it is.

She carries a representative assortment to show her customers.

You, as a Symbra'ette Consultant, hold the key to opening the door of happiness for all of these customers. Be assured that only a fitting – the trying on of the Symbra'ette brassiere – is all that is necessary to prove Symbra'ette's superiority and building an unending chain of referrals for more and more bras from your customers and their friends.



Set your goals high, know where you are going, and have confidence in yourself and your [illegible]s. People spend their lives searching for breaks – wishing and hoping will not make it reality. The harder you work, the more successful you become. The most important thing is to be enthusiastic about your work.

*** * ENTHUSIASM IS CONTAGIOUS * ***

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INVENTORY FOR YOUR KIT

When ordering your bras or setting up your inventory, think in terms of all the **A's**, all the **B's**, all the **C's**, etc., that you are going to order. For instance, you need to order 2-32/C, 3-34/C, 1-36/C, 1-30/D, 2-32/D, 2-34/D, 1-32/E, 2-34/EE, etc. **If you arrange your** bras in your inventory according to the cup sizes you will find it easier to keep an inventory and easier to find them when you want to fill an order. There are certain bra sizes that are more in demand than others and it would be to your advantage to put these sizes in categories as to their popularity. **Never be without these sizes** as you will be constantly moving these sizes out as fast as you get them in.

30–C, CC, D, DD, E
32–C, CC, D, DD, E, EE, F, G
34–C, CC, D, DD, E, EE, F, G
36–C, CC, D, DD, E, EE

Small, Figure Control Panty Girdle
Medium, Figure Control Panty Girdle
Large, Figure Control Panty Girdle
Small, Fashion Figure Panty Girdle
Medium, Fashion Figure Panty Girdle

You will learn to have extras of these sizes on hand. It will save you many a trip, and much time and money to have the bra ready to deliver at the time of the fitting. Build your inventory in all sizes to prevent that return trip.

BE READY FOR BUSINESS

PLAN YOUR WORK and WORK YOUR PLAN

KNOW YOUR PRODUCT

STYLE 214

The most revolutionary ideas in bra designs ever developed.

A trio of patented features bring a new beauty with low back and plunging line adding enchantment to any bust. Special construction of nylon rusching eliminates forever the necessity of any pads.

Specially patented constructed three-in-one brassiere with:

...Completely removable cup covers.

...Nylon lace rusching under cups.

This versatile brassiere achieves an exciting contour... dual undercupping supports... holding the bust firmly from below... shoulder straps placed for low evening wear.

STYLE 212

Nylon Lace

Glorious freedom of action is yours. The normal bust is enhanced by improved separation and exciting contour. Low bust is uplifted into provocative new beauty.

STYLE 213

Marquisette and Lace Rusching

For the woman who wants the very best. Its secret: a tiny pocket at the base of the cup that can hold and increase the bust to provide a provocative silhouette.

SIESTA BRA

Heavenly comfort in elegant Lycra and Nylon blend stretch lace. All important inner-cup support for extra lift and line. Front hook closure makes bra easy to slip into and out of. The ideal bra for leisure or casual wear.

830

KNOW YOUR PRODUCT

It is important that you be fully acquainted with the styles and number, in the Symbra'ette line, to better enable you to talk to your *prospective* customers.

STYLE 203
Nylon Lace

This style is an excellent model for the smaller undeveloped youthful figure whose busts are separated. The action of the Uniband aids the misplaced tissue to be lifted, held, and re-directed from underarm into a natural position.

STYLE 103
Pima Cotton

STYLE 262
Nylon Lace

The patented Uniband tends to enhance the figure by improved separation and gives proper control. A more glamourous figure and amazing back support, therefore, better posture.

STYLE 162
Pima Cotton

You will note by referring to the Symbra'ette Retail Price list that our bra is available in unusual sizes not made by ordinary Bra manufacturers and not available in stores. Symbra'ette brassieres are designed and attractively styled for the more modern fashions, custom made from the latest quality fabrics.

681

STYLE 264
Nylon Lace

KNOW YOUR PRODUCT

. . . Longlines

The cups are the same in every respect as corresponding in the short bra, except for the longer body on the bra for added support and torso contour control, giving a smooth line to the top of the girdle.

Extra-long Longline – *2 inches longer for women with extra long torso, with soft non-roll elastic – this also acts as a waist cincher.*

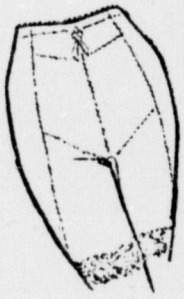
Short Longline – *1 inch shorter than the regular longline for the half size figure.*

STYLE 164
Pima Cotton

FIGURE CONTROL PANTY GIRDLES

The "figure control" panty girdle has the new built-in features that are so important for all women. This combination of features makes this garment most outstanding.....giving support where you need it.....freedom where you want it.

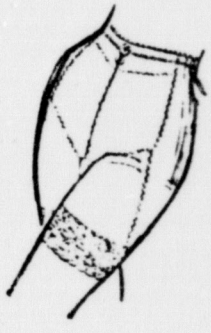
Styles #400, #600, #700
White, Black



* *Slimming new tummy-in design with extra panel inserts that help support the abdomen.*

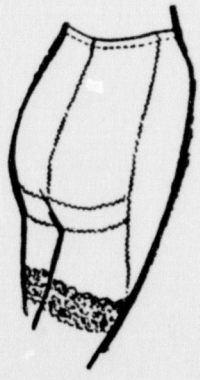
* *Available in three popular leg lengths; mini, mid-leg and long.*

* *Available with or without side zipper.*



* *Natural seat with extra inserts to aid in uplifting the sagging muscles of the derriere.*

* *Open crotch; six hidden detachable garters.*



982

LEARN YOUR A, B, C's OF SYMBRA'ETTE BRASSIERE FITTING

You can easily and quickly learn how to fit the small figure that wants to be enlarged.

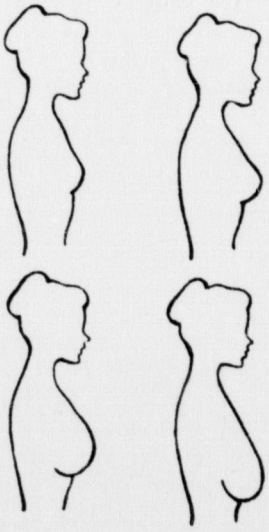
... the average figure looking for more glamour and a little enlarging.

... the full figure needing to be lifted and enhanced.

... the very full bust vitally concerned with more comfort and support, and at the same time, a more handsome appearing figure.

HOW TO RECOGNIZE THE BREAST TYPES:

To select the correct brassiere for each customer and to adjust properly on the body, analyze the type of breast tissue as well as size of the breast and understand to what degree it can be shaped and molded. While BREAST SIZE does not necessarily correspond to age, weight or height, there is usually a relationship between breast size and degree of firmness.



Illustrated are some of the breast types that can be helped by the magic **Uniband** *support in the SYMBRA'ETTE BRA.*

"A" cup breast is somewhat underdeveloped and is generally firm. A correctly fitted bra will cup them, affording support in their normal position.

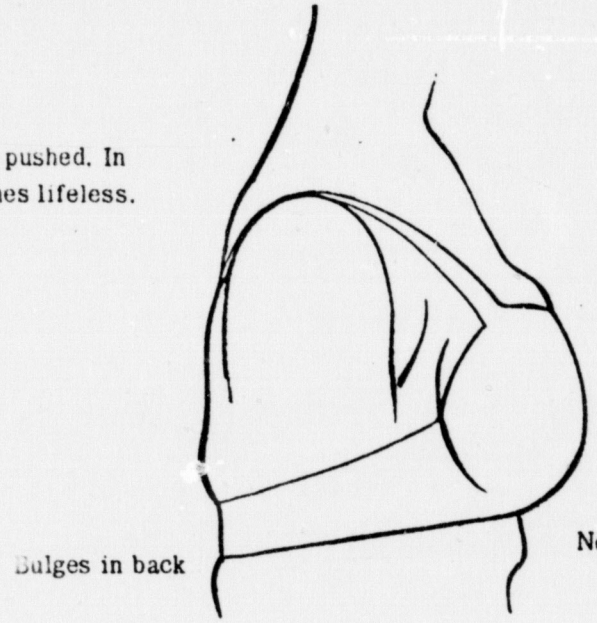
"B" cup breast is the so-called *average* size. This is the type you will be called on to fit most frequently, no matter what the age or size of your customer. Most "B" cup breasts lend themselves readily to shaping by the bra.

"C" to **"D"** cup breasts are larger and heavier and are from firm to pendulous. The pendulous are easily lifted and molded and require the firm support of the Uniband.

"E" to **"M"** cup breasts are almost invariably pendulous and require especially careful attention to assure comfort and support. It is vitally important that the bra cups be full enough to accommodate the entire breast.

HOW TO RECOGNIZE BRA PROBLEMS:

In the ordinary bra flesh is pushed. In the padded bra flesh becomes lifeless.

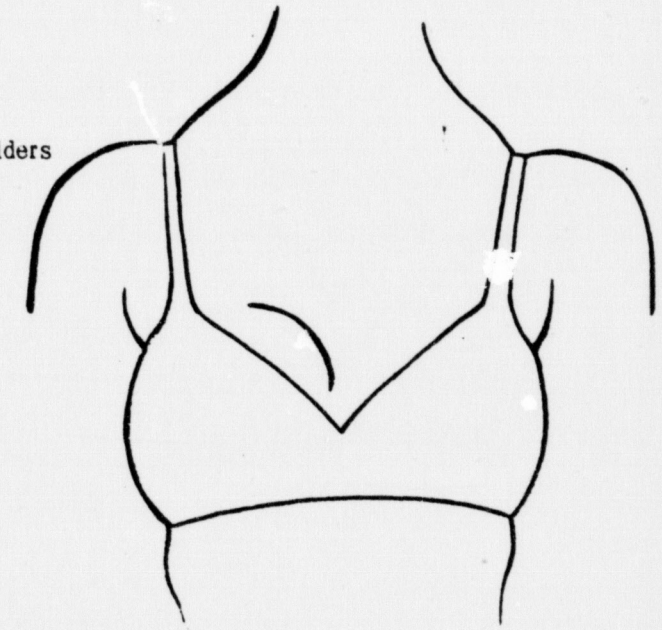


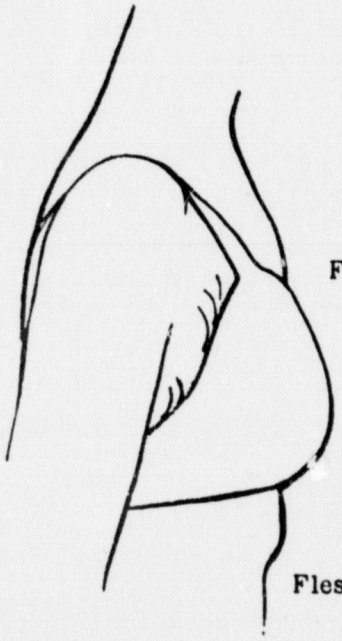
Cup not large enough to accommodate breast

Bulges in back

No support to give uplift

Deep ridges in shoulders





Flesh pouches above bra

Flesh falls underarm

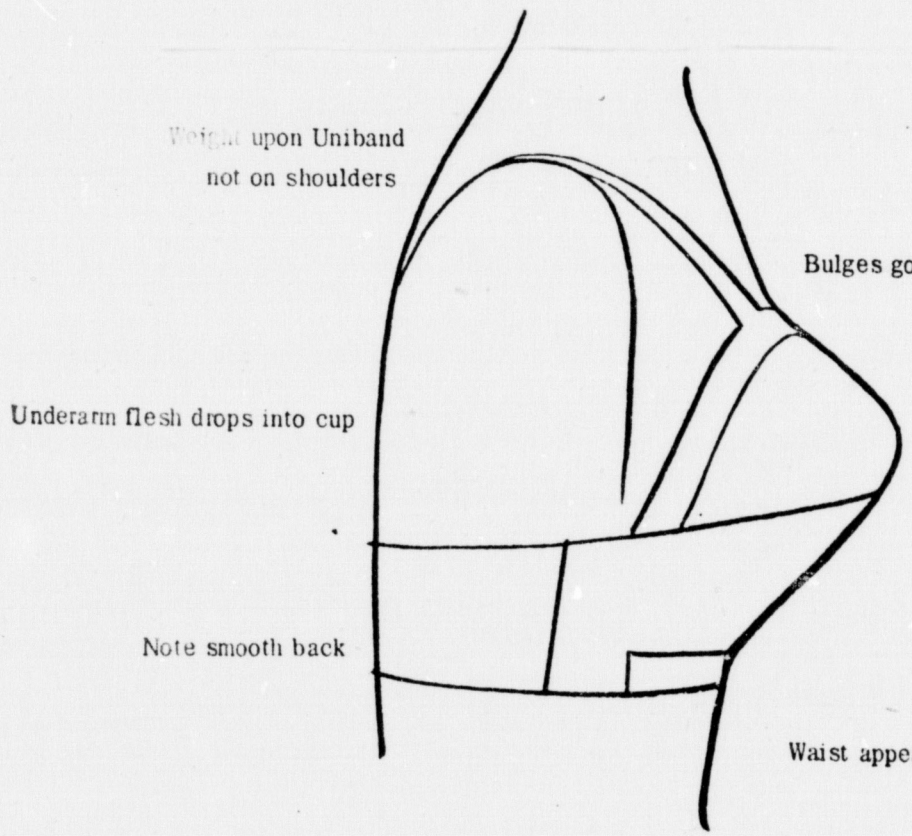
No support to give uplift

Flesh falls onto mid-riff

684

LET THE SYMBRA'ETTE CREATE A NEW AND LOVELIER "YOU"

The Symbra'ette brassiere is designed to reposture the contour as nature intended. A more glamourous figure and amazing back support, therefore, better posture.



The breast needs the Uniband for proper support, improved circulation. It allows the flesh to come forward and fill the cup.

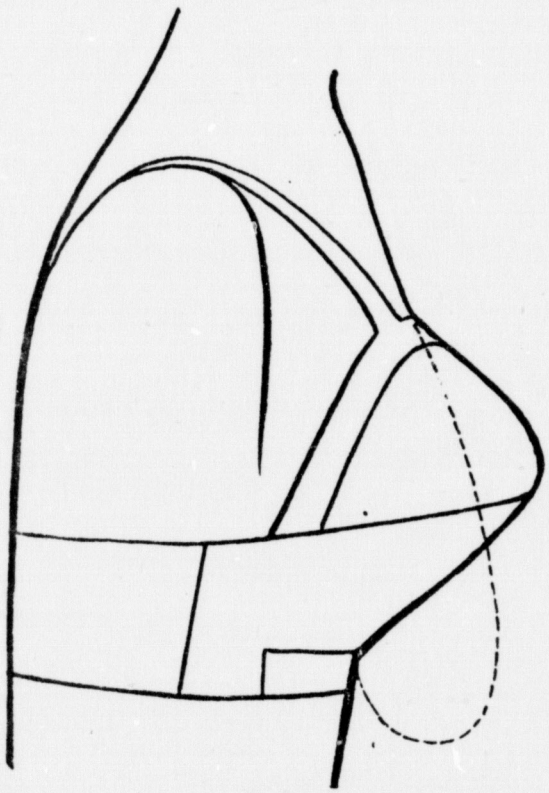
885

SYMBRA'ETTE BRASSIERE

The Symbra'ette brassiere is made up of the "Symbra-Form," which encloses and functions with the miraculous **Uniband**, and the beautifully shaped cups, that gives the lift and youthfulizes the bust that every woman longs for.

Symbra'ette helps to enlarge the small figure by bringing flesh forward from underarm and up from the midriff where it has fallen or been pushed by too small a cup that presses against the breast tissue. The **Uniband**, with the Symbra-Form, firmly supports and places this mis-placed breast tissue to within the cups.

WITHOUT PROPER SUPPORT SKIN STRETCHES



Uniband supports bust

The soft pendulous bust if lifted, supported beautifully, when brought into the cup, through the "Symbra-Form." The bust is higher and more controlled.

THE FLAT, PENDULOUS BREAST: Sometimes the fullness within the breast is gone and all there is, is a large, empty pocket of skin. When this kind of breast is supported in the **Uniband** it falls down into the Uniband and *sinks* almost to nothing. Yet, there is enough of this *skin* that she needs at least a "EE" or "F" cup.

886

-141a-

THE SIMPLE STEPS IN MEASURING SYMBRA'ETTE BRASSIERES

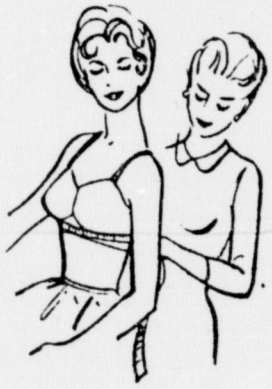
Procedure

1. All measurements should be taken over your customer's bra, so ask her to keep her bra on.
2. Have your measuring tape to discover for yourself what size she should wear.

80% of all women are wearing the wrong size in a bra and when you show her the difference between the bra she is wearing and the Symbra'ette measured and custom fitted on her, the reaction will be the same on everyone whether her condition is a *Pendulous* bust or a *Small* bust – Amazing!!

So that you may understand how the average manufacturer or department store arrives at a bra size, the following information is given to you. Follow the simple steps in measuring when starting to fit the bra, as the bust changes when the flesh comes forward through the Symbra-form and over the Uniband.

TO DETERMINE THE PROPER BRA SIZE



1. Bring measuring tape around the body, directly under the breasts, at the point where the breast tissue joins the chest wall, (at the bottom of her bra).
2. This measurement **PLUS 5** inches usually indicates the correct bra size.

(under bust 29" + 5" = size 34)

EXCEPTIONS

If the rib measure is an uneven number **under** a regular size (33 instead of 34) two bra sizes should be tried on (in this case, size 32 and 34).

If the rib measure **PLUS 5** inches equals an uneven number **over** a usual bra size (such as 37 instead of 36), try on the next larger size (38), as sometimes the rib cage protrudes and the bra will be more comfortable.

What would happen if you did put a size 36 bra on a size 34 figure? The breasts would be spread too far apart or the bra would gap. You would have too many inches to cover the front and the extra inches would have to go somewhere, so they would flare out and form a gap.

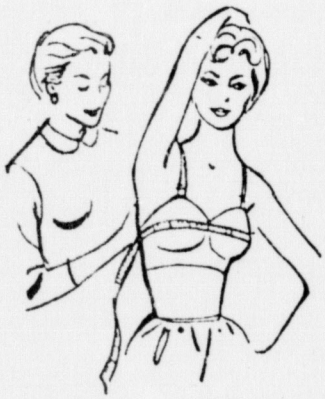
TO DETERMINE BRA SIZE

Measurement of Chest Wall

The measurement above the bust, well up under the arm determines the bra size, i.e., 32, 34, 36, 38, etc. by holding the tape measure firmly and bringing around the body high on the customer's back and directly above the breasts - but do not pull the tape too tightly.

No system for taking measurements is foolproof. However, another method is this:

TO DETERMINE THE CORRECT CUP SIZE



Take a second measurement – this time measure around the fullest part of the bosom, then follow this chart to determine cup size:

If Second Measurement Is...

Identical to bra size..... **A cup**
1" more than bra size..... **B cup**
2" more than bra size..... **C cup**
3" more than bra size..... **D cup**
4" more than bra size..... **E cup**

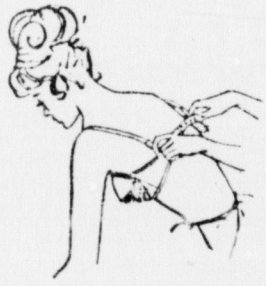
Add one cup size for each additional inch to determine larger sizes.

EXCEPTIONS

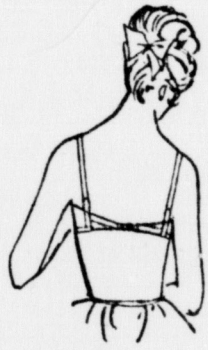
If the difference in bra size and bust measurement is a fraction (as 1½") - 2 cup sizes should be tried on (in this case try **D** & **E**). **Always fit the bust first and make any necessary adjustment on the back of the bra.** Use an extension to attach to back of bra, that allows an extra inch or more whenever possible so that you do not improperly fit a larger size, as the customer may need this adjustment for loss or gain of weight.

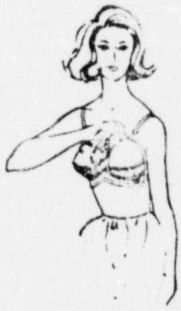
888

FITTING PROCEDURE FOR THE NEW SYMBRA'ETTE BRAS
Styles 212, 213 and 214



Have customer bend forward to waist level and allow bust to fall freely through cradles, then have her stand upright making certain that the back is hooked at a lower level than the front (not riding high).





Adjust the shoulder straps. Unlike other brassieres, the Symbra'ette shoulder strap is not placed in a straight up and down position, but rather, is slightly angled, at which angle the straps will rest on the firm portion of the shoulders.

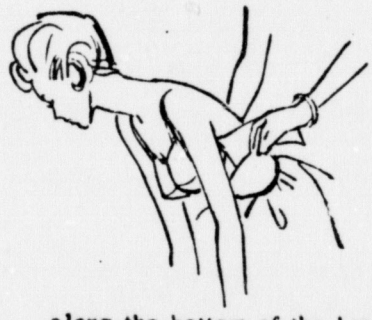
Open cups by simply lifting off Velcro-edged cup from outer sides.

Set each cup, starting from outer side on Velcro, according to variation of size of cup to the bust.

When she feels the inner wall is properly secured, then also push the bust from the side so that it completely rests upon the cradle pocket.

At this point, ask the customer's permission to check her, if she permits you to do so, then examine the Symbra'ette brassiere to see that no part of the bust is pinched between the inner wall and the body, and that no part of the bust is placed at the side between the brassiere and the body. In other words, that the complete bust is resting comfortably upon the cradle.

USE THESE SIMPLE STEPS FOR FITTING THE SYMBRA'ETTE BRA



1. Slip straps over your customer's shoulders.
2. Standing in back of your customer, have her **lean forward**, and while reaching around her on both sides, bring the Uniband under the bust while making sure the breast is falling through the openings of the bra and into the cups. Be sure the bottom band of the bra and Uniband are **under the bust. Run your fingers** along the bottom of the bra to the back of the bra, holding the tension until she straightens up, then hook the bra.
3. Stand in front of her to adjust the shoulder straps so that the breasts are at a comfortable height.
4. Be sure the back of the bra is comfortably located **below** the shoulder blade.

NOW THE BRA IS ON--we are ready to adjust for a perfect fit

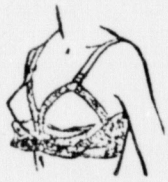


FIG. 1

FOR NORMAL AND SMALL BUST
USE FOLLOWING PROCEDURE

Unhook and let the cups down, making sure the breasts are centered in the triangle. (If you find the loop is hard to get out of the metal hook, bend the hook slightly to one side and it will come out easily). Hold the Uniband where it meets the triangle and slip your hand between the triangle and your bust as far as your hand will go under the arm and bring in all the tissue that will move. Do this several times for best results. AFTER A FEW DAYS YOUR TISSUE WILL LEARN TO STAY "WHERE IT BELONGS." (FIGURE 1 & 2)

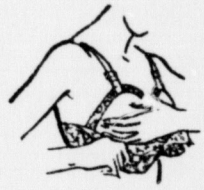


FIG. 2

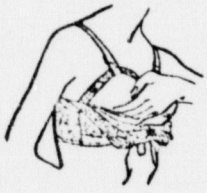


FIG. 3

Next, cup one hand under breast. Gently bring tissue up over top of Uniband (hold bottom of Uniband in place with other hand). Do this several times, pulling tissue up from midriff, this aids in increasing bust fullness. (FIGURE 3)

Raise and slide the loop at top of cup onto the hook on the shoulder straps. Now bend forward and grasp center of bra and Uniband and give it a brisk shake from side to side. This will help train the breast tissue forward. (FIGURE 4)

FIG. 4

* * * * * * *

FOR SUPPORT AND CONTROL OF FULL BUSTS

Unhook and let down cups. Be sure each breast is centered in the triangle. Adjust Uniband so bottom band lies flat against your body under the breast; the rest of the Uniband covers the lower part of your breast halfway up to the nipple. (FIGURE 5)

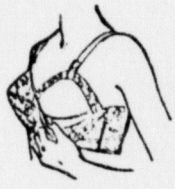


FIG. 5

With one hand holding bottom of Uniband in place, reach inside Uniband and gently bring tissue up from bottom band. If this lifts bust too high, just pull top edge of Uniband away from bust and let tissue settle naturally into the support of Uniband. (FIGURE 6)

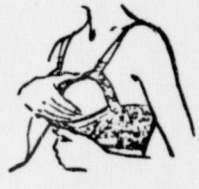


FIG.6

Next, hold Uniband where it joins the triangle at the underarm and bring tissue forward from underarm. (If you desire to increase cup size). This gives you full support within the Uniband. (You can reduce underarm fleshiness by bringing excess forward into the Uniband; we suggest you experiment). (FIGURE 7)

Now, raise the cups and insert into the hook at the shoulder strap. (FIGURE 8)

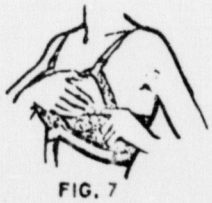


FIG. 7

FIG. 8

889

FITTING CUP SIZES "A" TO "C" FOR THE SMALLER BUST

Styles #103, 203, 214

The small figure (A or B) has only one thought – to have a fuller bust line. Certain factors can cause a woman to be small or flat. One reason is that since man has stood improperly for so long, the rib cage is going downward instead of circling the body. Every generation shows that the rib cage slope is more prominent. As this increases, the tendency for women to be small or flat chested also increases as the bust tries to follow the rib cage, spreading the flesh over a wider area.

Because the Symbra'ette brassiere does not depend on wires, pads or falsies for uplift, the patented Uniband support allows bust tissue that has sagged or spread to the sides to be brought forward and up into a naturally beautiful bustline. Sometimes a woman is small or flat and this may be because the cup she has been wearing has been pushing her flesh back to the underarm or down to below the bust. Often you will see where the bottom band of the bra has been cutting off part of the bust forcing the flesh out of the cup and below the bra.

THE ADOLESCENT "A"

Styles #103, 203, 214

Today there is a popular belief that as soon as a young girl has developed enough to go even into a double "A" cup, she should be fitted. If the mother doesn't think of it, the young girl is quick to remind her because she is anxious to take on the *grown-up* adornments. The idea that a young girl should have support soon after she starts developing, of course, is a good idea. But the trouble is that she is put into the wrong bra. They put on a dollar brassiere and then tighten the bra around her. When you hook the brassiere in the back, pulling the brassiere – the cup to the side, the cup pushes against the flesh (this goes for any size and any age). Then she tightens the the shoulder straps which pulls the cup and again it pushes against her.

At first, when she wears our bra, the inside sections of the cup (on each side of the middle separation) may not fill out and the fullness will still be towards the underarm. But you will notice that a good portion of the underarm flesh is still not inside the cup. **Persistence** will help this flesh to learn to stay where it *belongs*.

FITTING THE SMALL FIGURE – Fuller Bust

Styles #212, 213, 214

If a customer measures in the proximity of a 32 or 34, it is best to try for the **deeper** cup in the smaller size so that you can give your **customer** a sharper, more attractive contour immediately. It would be **better** to put her into a **C** cup than a **B** cup, or an **E** cup than a **DD** cup, or even a **G** cup than an **F** cup.

ARE THE BREASTS TOO WIDE APART

This is caused by the pressure of pads or too small a cup, especially at the time of the earlier growth of the breast. When fitting the breast that has been spread too wide apart, you will notice that the nipples point outward, to the side of the body. When the bra is placed on the bust, the center of the bra (at the center seam) is empty, and the side of the bra cup is crowded, with flesh still outside of the outer edge of the cup. This is a case where persistence pays off! Lower the cup, and keep bringing the flesh forward to within the triangle of the bra. At first it will seem to be a **hopeless** case, as though the flesh may never come forward to where the nipple points straight out from the body as it should. But it will straighten out, and the cup will fill out in the center. The weight of the flesh will fall forward over the top of the Uniband. Bending forward and shaking the bra cups will also help in this case.

EXTRA SUPPORT FOR THE SMALL FIGURE

After the bra is on your customer, lower the cups and bring the flesh **forward** and up, over the top of the Uniband. Each time the flesh is massaged forward and up, the flesh is being loosened that has been trained back and down, possibly for years. The flesh becomes more **willing** to come forward and up and more able to stay there. Occasionally raise the cup to see how the contour is improving, then lower the cup and again gently massage forward and up.

Remember this firmer flesh will stay in the cup, but for the first few days some of the flesh may continue to slide back towards the underarm and down to the midriff. Each day, more flesh will stay in the cup because that flesh that is thrust forward over the top of the Uniband has a forward and down gravity pull, and as you walk, move, and breathe, the gravity pull keeps bringing the next flesh forward. This is true in all sizes.

THE SIZE 38A

Most manufacturers do not make a 38A. There are many women who cannot fill their "B" cup, yet they cannot find a bra in other manufactured lines that will bring the flesh forward so they can fill the "B" cup. Every time you run across a 38A, you can automatically fit this person with a 38B at least, and it will probably work out beautifully. Anyone who has a 38 body needs to have a "B" cup or larger in order to better balance their body.

CUP SIZES "C" THRU "F"

... gives more natural shape to the breast

... flatters the waistline

Symbra'ette improves and maintains the bust. Often breast tissue drops below the bra on the rib cage and loses its tone and firmness due to improper support. The Symbra'ette with the patented Uniband can help to prevent the break down of bust tissue and loss of firmness, and help to prevent the bust tissue from sagging below the bra on the rib cage, allowing proper air circulation and increasing blood circulation and stimulating natural bust development.

Because of the definite uplift and moving forward of the underarm flesh and control from dropping down and going back under the arm. The normal bust is enhanced by improved separation and exciting contour.

FITTING THE AVERAGE FIGURE

The Symbra'ette bra *maintains* the average figure by supporting from under the bust with a slightly deeper Uniband that reaches about mid-center of the lower part of the breast. The tissue is brought forward and up, thereby correcting an improper placement of the breast tissue. The contour is sharper, higher, and far more glamourous.

Much of what can be said regarding the *small* figure is also applicable to fitting the *average* (C, CC, D, DD, and E) figures. In almost every case, this type of figure has underarm flesh. Generally it is softer flesh, the flesh is more pulpy, the skin tone has diminished. This is due, in most cases, to improper bras, improperly fitted, which cut off the blood circulation what would have maintained the skin tone and life.

PUTTING TOO LARGE A BRA SIZE ON THE FULL BUST FIGURE

You determine what size of cup she should have, probably a 38E is her size, and **remember**, when the bust tissue is lifted off the midriff, (and the bust tissue is brought into the cup from underarm, she is going to be inches smaller around that part of the body. Select your 38 according to the cup size that is required and fit the bra, fastening the back hook and eye low on the back. Do not unhook the bra cups, as the larger busted customers never shake down, as in other fittings. Tell her, "Mrs. Jones, I am going to fit the bust and not the midriff."

Be sure that the Uniband lies smoothly up the bust, to the depth desired, and don't let the Uniband push down into a wrinkled mass.

After you have the customer in the correct size, "float" the bust tissue down into the Uniband by gently packing or pressing it back down into the Uniband. Be careful that the flesh does not go below the bra. This "floating" process is putting as much of the tissue into the bottom half of the bra as possible and therefore completely utilizing the Uniband and its hammock affect. Do not fold the Uniband, use it full width for support.

After you have "floated" the customer into her bra, if she seems to *pop-out*, this would suggest that she needs a larger Uniband, thus, a larger cup size. It is suggested that you try a larger cup size and see if you will get better results.

While you are floating a customer into her bra, tell her, ***this is the secret of the bra.*** (remember, all women like secrets)

Besides improving the appearance of the large bust with a minimized appearance, and eliminating much of her ***bulky*** look, she has comfort that she has never had in a conventional bra, plus a bra that fits. Larger busted women are particularly affected by the limited bra sizes in stores, and have usually suffered for many years. The weight of the bust is taken off the shoulders and is being supported in the Uniband. Explain the relief of shoulder pressure, if they have grooves in the shoulders (as many do) suggest our Bra Keeps for the shoulders. These form a bridge and helps to eliminate those grooves.

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FITTING THE LONGLINE BRA

... Regular Long-Line – Style #164, #264
... Extra Long Long-Line – with 2" lip elastic
... Short Long-Line – for the half-size figure

If your customer has been wearing a Style #262 short bra, if her bust tissue has moved into the cup and her rib cage is a bony structure, sometimes a long-line is fitted one size smaller than the short bra size the customer is wearing. If she has a lot of tissue, order the same size as she is now wearing in the short bra, as she may have a fleshier rib cage or a protruding rib cage.

DO: When fitting a long-line, have your customer bend down and sit down to make sure the garment does not crease or roll up. Be sure she is advised that we have regular long-lines, extra long-line models for the longer-waisted figure, and short long-line for the short-waisted figures.

DON'T: Forget to ask the long-line prospect about her girdle. Does she need the longer length long-line to go over the top of the girdle she wears? Now, is the time to show her the *Fashion Figure Panty Girdle* and the *Figure Control Panty Girdle.*

* * * * * * * * * *

This is the most important part of your position – giving this service on the Symbra'ette – by doing and giving this necessary service. you won't have a failure and the customer, plus all whom she talks to, will beat a path to your door. Your phone will never stop ringing and you will experience complete satisfaction of a job well done all the way to the bank.

FITTING THE EXPECTANT MOTHER

The Symbra'ette is an excellent bra for the expectant mother. She receives the gentle, but **firm** support that is so vital at this time.

Leave plenty of room in the top of the cup for when her breasts enlarge. The amount of room you leave depends on her month of pregnancy, normal bust size etc. Here you are going to have to use your own discretion to a great extent.

Show your customer how to float her tissue into the Uniband as when the breasts become very heavy this will be very important to her.

If she indicates that she would like to increase bust size anyway, then you are safe in fitting her rather large. But if she is normally a large busted woman, you will have to fit her a little smaller. Always sell her cup extensions and explain how they hook on the bra and give the extra room needed when her breasts enlarge rapidly at the end of her pregnancy. You might also give her an extra back extension in the event this is also needed.

The important thing is to be certain to leave her plenty of room so that the bra never *binds* her.

Careful fitting of an expectant mother enables her to utilize one bra during pregnancy, during nursing and when she is back to normal again. (this is an important economic point)

Of course, if she is going to nurse, this bra is, again, an absolute necessity. She should nurse with the bra on, with the Unibands up. This supports her bust while she is nursing and supports the breasts in the **natural** position.

Stress the comfort of the bra she will have during her pregnancy, and the **back support**. This is an extremely important point to them. Of course, bust maintenance is very important here also.

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HINTS FOR BRA FITTING

1. When fitting a bra, be sure to allow for a slight amount of room in the cup for the flesh to come forward and up from the midriff to fill the cup. Many breasts will have a flat appearance at the top of the bra cup and the bra will not be filled in that area, but their breasts are supported from beneath, and after they have been wearing our bra for a time, they will start to round out and fill the top of the cup.

2. Be sure the bust is completely covered by the cups. This you can determine if the side seam, where the cup is joined to the back of the bra, lies on the body at the place where the bust starts to grow, at the front of the underarm. (If the front of the body is improperly fitted, the bra may ride up either in the front or back).

SYMBRA-FORM

The Symbra-form should be relatively flat against the body. If it gaps, it is too long and you should go down in cup size in order to decrease the length of the Symbra-form

If the Symbra-form looks strained, it is not long enough, and you should go up in cup size.

BACK

The back should be low, below the shoulder blades, and should be smooth. If there are any *unnatural* bulges, the bra is too tight, and you should go to a larger size if necessary.

The back of the bra is wider on the larger bras, and increases in width as the sizes go up. This is to provide more back support for a larger bust, and again, more control.

STRAPS

The straps should be just tight enough to be comfortable. Remember, it is much better to have the straps too loose than too tight. If the straps seem to go out at an angle toward the shoulders, the bra size is too small, and the customer should go up one bra size.

A FEW HINTS FOR FITTING

Why bend forward and shake the bra from side to side? As long as there is fullness underarm, we ask our customers to bend forward, grasp the bra at the top or from underneath between the cups and shake from side to side. More flesh from under-arm and under-bust will loosen, because of the pull of gravity, and come forward more quickly, and will hasten the results the customer is looking for.

IF YOU FIT STYLE #162 or #262

For the emptiness that seems to be in the inside of the cup at the center, fill in that space with a piece of nylon hose, since this has no pressure, the air can penetrate so as to reach the pores of the skin and it is cool, weightless, and comfortable. As she works with the bra and comes into the cup more fully, she will use less and less of the nylon. But in the meantime, the contour will look more even and the cup will not wrinkle.

FIT THE FULL SIDE FIRST

Put the bra on your customer, make the preliminary adjustments, and lower the cups. Keep the Uniband up as high as possible on the full side and as low as needed for maximum re-distribution of the flesh on the small side. Position forward and properly adjust the bra on the full side. Give added attention to the small side, bringing flesh forward and up, trying to adjust as fully forward as possible. She must do this same adjustment every morning and night to help herself fit into the bra as completely as possible. Also, she must 'shake' the bra from side to side as many times as possible during the day. When shaking the bra from side to side, on the uneven figure, try to keep the bra on the full side as motionless as possible.

THE VERY THIN FIGURE IS DIFFICULT TO FIT

If the body is so thin that you could actually count every rib of the rib-cage because there is only skin, not flesh covering the body, you can understand that you will not find enough flesh to bring forward and up to enlarge the figure. This kind of case is very rare but it does happen. The skin moves forward so empty it doesn't give the fuller figure she hoped for.

FITTING THE PENDULOUS BUST

Be sure the Uniband does not go too high up, as only the 'bottom half' of the breast must be *cradled* within the Uniband with as much as half of the breast (or more) *spilling over* the top of the Uniband. If all of this soft, lifeless breast falls within the Uniband she will have no figure - there will be no *cone* shape - and she will appear flat in contour. But, do not feel concerned about the flesh that *hangs over* the top of the Uniband, because, when the cups come up to their normal position, the breast that is *falling over* the top of the Uniband will be picked up by the cups and that breast tissue will point into and fill out the cone shape of the cups.

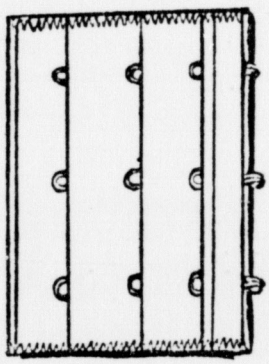
FITTING THE ROUND, FIRM BUST

This can be a problem. When the bust is round and solid it generally is not of a cone shape that we are used to fitting, or that a cup will naturally and smoothly fit to. The nipple does not come out to and fill the point of the cup. Also, the flesh just seems to refuse to budge because it is so firm. But, assure your customer that the breast will come into the point of the cup because, as the flesh comes forward (and it will) the flesh takes the shape of the cup it is forming into and the cup becomes smooth.

IS THE BREAST TOO WIDE APART

This is caused by the pressure of pads or too small a cup, especially at the time of the earlier growth of the breast. When fitting the breast that has been spread too wide apart you will notice that the nipples point outward to the side of the body. When the bra is placed on the bust, the center of the bra at the center seam is empty, and the side of the bra cup is crowded with flesh still outside of the outer edge of the cup. This is a case where persistence pays off! Lower the cup and keep bringing the flesh forward to within the triangle. At first it will seem to be a hopeless case, as though the flesh may never come forward to where the nipple points straight out from the body as it should. But, believe me, it will straighten out and the cup will fill out in the center, because the weight of the flesh will fall forward over the top of the Uniband. Bending forward and shaking the bra cups will also help in this case.

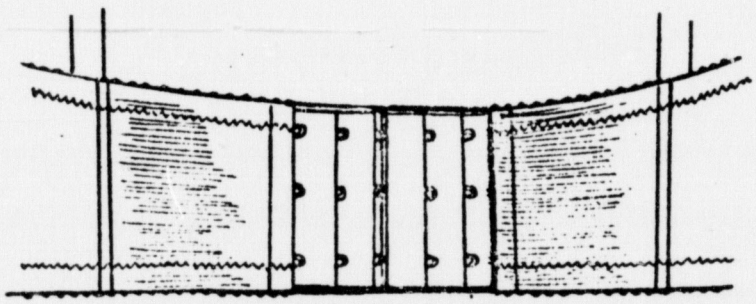
THE VALUE OF THE ADJUSTABLE EXTENSION



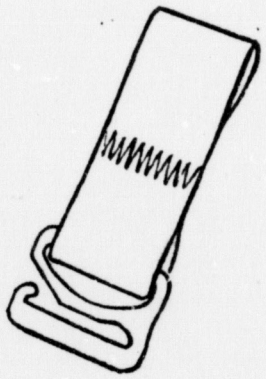
Just because bras come in certain lengths and certain label sizes doesn't mean that women are walking around perfectly sized to fit the bra's various measurements, because she has put on flesh or has a prominent rib cage bone structure under the bust. For example, if a woman measures 32 around the chest wall, she should be fitted in **that** size, only because it is her true size. But if she has extra flesh under the bust, or has a prominent rib cage structure, a very common condition today, she may not be in a true proportion and size 32 bra could be too tight and cause cutting or binding.

...do not take the size 32 off and put on size 34, but **use the extension** to give extra inches you need for her comfort - **fit the bust, not the rib cage.**

Your customer cannot be expected to wear a bra which is uncomfortable, so if her figure is not of proportion, the answer is the adjustable extension which allows you to fit the size you know you ought to fit, whether the customer is true to size or not. There are actually four adjustments available by the fact that they can be hooked into either row of eyes already on the bra and the extension also carries three rows of eyes. When using the full width available, the extension adds approximately 1½ inches to the length of the bra. Never under estimate the importance of putting the right size (32, 34, 36 etc.) bra on your customer - never under estimate the help and importance of the extension.

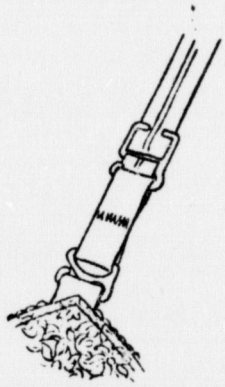


HOW TO USE THE CUP EXTENSIONS



Quite often you will be called upon to fit an *expectant mother*. Naturally, she will be concerned how long she will be able to wear the bra before she *outgrows* it. Fit her somewhat loosely in the cup, while trying to retain her correct body size. Be sure to leave an extension on the back of the bra for future adjustments as the body fills out.

As the pregnancy progresses and the breast becomes fuller and fuller, the cup may become too small. At this time she may attach a cup extension at the top of the cup. The cup extension slides on to the loop at the top of the cup and the loop on the cup extension is slipped on to the hook at the bottom of the shoulder strap buckle in either of the two positions available.



By utilizing the extension and the cup extension, our Symbra'ette bra can many times be worn throughout the entire pregnancy period, because these little miracle adjustments allow the bra to *grow* with the expectant mother.

A FEW DON'TS

1. Never let the Uniband cover the nipple. The support must be **under** the bust, **not around it.**
2. Don't pull all of the breast out of the Uniband and allow it to *hang* over the top of the crushed-down Uniband, as there will be no support from the Uniband, and this fitting will be horribly uncomfortable in a few minutes.

This is a good time to mention one of the reasons our bra wears longer than conventional bras. A conventional bra seems to show excessive wear after only 1 or 2 months of wear. Most women have never worn a bra that fits properly and thus *stress* points develop in the bra which cause heavy wear and strain on the garment. Thus, they are buying many more bras a year than is required with our bra.

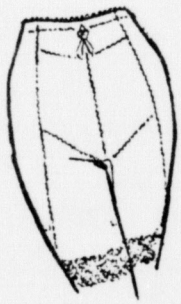
SYMBRA'ETTE GIRDLES

The loveliest difference of all will be the glamourous figure, the glorious comfort of the new lovely **You.**

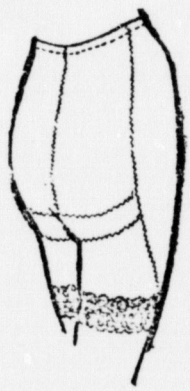
FIGURE CONTROL PANTY GIRDLE

The *figure control* panty girdle with special built in features that women have long been searching for... a combination of features that makes this garment most outstanding... giving you support where you need it... freedom where you want it.

Style #601 thru #610
Style #701 thru #710

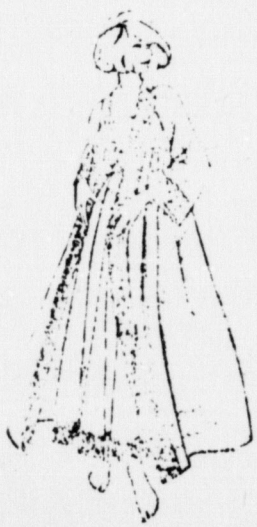


- slimming new tummy-in design with extra front panel inserts that help support the abdomen.
- extra panels in a "V" shape for extra holding power to help control the sagging muscles.



- ultra-slimming curved control bands for minimizing the hips and thighs; aids to help prevent spreading.
- natural seat with extra inserts to aid in uplifting the sagging muscles of the derriere.
- open crotch; 6 hidden detachable garters.

SYMBRA'ETTE LINGERIE



A distinctive line of luxurious, ultra feminine sleep and lounge wear in keeping with Symbra'ette's high standards of quality.

Another source of income for you.

HOW TO MEASURE FOR A PANTY GIRDLE

It is important to remember in taking body measurements to consider the amount and type of flesh and bone on your customer's body, and to make allowances accordingly in using your tape measure. Flesh or fat, can be molded for it is yielding and *compressible*. If a woman has a large frame and little flesh you must take an easier measurement, since the garment should fit comfortably without digging or binding.

If your customer has a small frame and a considerable amount of soft flesh you must take a snugger measurement, since fatty tissue will give to the pressure of the garment just as it does to the pressure of your tape measure.

The so called *average* figure will have a normal distribution of flesh on bones of average size. For this figure, your measurements should be snug, but not tight.

SIZE CHART

1. measure her waist at the smallest part.
2. measure her hips at the largest part.

To determine *hip development*, subtract waist measurement from hip measurement. (i.e. if the waist measures 28 and the hips 38 the development is 10 inches).

...9 to 10 inch development is considered an average figure.
...6 to 8 inch development is considered a straight hip figure.
...greater than 11 inch development is considered a full hip figure.

In measuring you will encounter that person who is an *in-between*. In this case the size can be determined by noting the bone structure and muscle tone. The woman with the firm tissue will take the larger size and the one with soft muscles will be more comfortable in the smaller size. With this in mind, use the following chart as a guide:

SUGGESTED SIZE CHART FOR PANTY GIRDLES

	Waist	Hips
Petite	21–22	31–32
Small	23–24	33–34
Medium	25–26	35–36
Large	27–28	37–38
X Large	29–30	39–40
2X Large	31–32	41–42
3X Large	33–34	43–44
4X Large	35–36	45–46
5X Large	37–38	47–48
6X Large	39–40	49–50

Hip measurement based on 10" development

PUTTING THE GIRDLE ON

Comedians are still getting laughs with imitations of a woman struggling into a girdle. Your customer, however, does not want to be part of a comedy act. You can help her to maintain her poise by offering skillful assistance during the try-on.

1. Ask her to remove her shoes. Make certain that stockings and panties stay on.
2. Have her cross her legs and ask her to bring this garment up over her legs to the point at which the bottom line of the garment is where you would wear it. Then **unroll** the girdle up **and over** the hip line and on up the waist line. **NEVER PULL THE GARMENT UP OVER THE BODY FROM THE TOP OF THE GARMENT,** as she could rip it, or cut it with her fingernails.
3. Make sure the seams are straight and the derriere is lifted into the natural seat with the uplifting inserts.
4. When the garment is on, for true support and comfort, lie down and while lying in a flat position lift the garment off the tummy and breathe in well to pull in the tummy. Allow the garment to return to the body, then stand up. Connect the garters to the hose comfortably. Hose supporters not only hold up stockings but keep the garment firmly anchored in position.

CHECKING THE FIT

To be correctly fitted, a panty girdle should be comfortable and give support during all activities. For this reason, check each garment two ways – while she stands and while she sits.

1. Is the waistline snug without binding? Does it control and yet permit easy breathing and comfort while sitting?
2. When the customer is seated, is the garment long enough? Does it control without producing bulges or rolls of flesh at the edges?
3. Make certain there is no binding at the crotch or thighs.

If the fit is in every way satisfactory, have the customer slip on her dress or skirt. This is the *proof of the pudding* that cinches your sale.

SETTING GOALS

The preceeding section, Symbra'ette's Marketing Program, clearly illustrates the unusual opportunities awaiting anyone who sincerely desires to better his position in life, regardless to what heights those ambitions might lead. Most of us are interested in improving ourselves in one way or another, be it self or economic improvement.

Many search for position, prestige, identification, through their work, avocations, club, church, or political activities, associations, even through friends or family. They want to be recognized as having achieved something, accomplished something, done something worthwhile, become successful in some manner or another.

Hand-in-hand with these basic desires is the desire for economic gain. This does not necessarily mean money, as such, but the things money represents. A new home, a new car, better clothes, better education for the children, a long dreamed of trip. Or perhaps it's independence, economic security, a retirement program, preparations for the future. Or it could even be just a few extra dollars a month to take the pressure off the family budget, to retire some pressing obligations. Or it might be to provide just a little extra "fun" money.

The difficulty is that most people who dream these dreams, harbor these ambitions and occasionally express these desires as *wishes*, don't know quite *how* to bring them about.

Ambition helps, hard work helps, enthusiasm also helps, but none of these things produce a real winner if one other essential ingredient is missing, and that is SETTING GOALS.

Most people would not dream of going on a trip without having some destination in mind, and a good idea of just how to get there. If they're driving they would have a road map showing the point of departure and the point of arrival, and all of the towns, stop overs, main highways, side roads, and all the twistings and turnings in between.

It is surprising, however, that these same people will venture forth on the most important journey of all – the journey through life – without any notion of where they are going or how they are going to get there.

Isn't it strange?

They go through life much like the Sunday driver who goes out for a drive, wanders about aimlessly for a few hours looking at the sights, and then returns home, right back from where he started. These are the people who go through all the motions of doing something without really getting anywhere.

So, the most important thing to do, after having first created a desire to achieve or acquire something, is to set a goal or goals which will help you to attain your desire.

Symbra'ette offers many ways by which you may do this. Through Symbra-ette's Marketing Program, your goals, be they large or small, may be achieved. You may desire, and have the ability to build a large retail organization, producing a handsome monthly income and future retirement. Or you may seek just a small, part time income, which will supply some of the extras you and your family have been hoping for. Whatever the level of success you seek. Symbra'ette will help you achieve it.

But first, *set your goals*. Make them *realistic*. Choose a goal that in the beginning is attainable. When you reach this, set another goal, just a little higher and go after it.

Reaching out for the most ambitious heights, in the very beginning, might lead to disappointments, so start in a realistic way. First set daily goals, then weekly, then monthly goals, and aspire to these one by one. Change these goals and upgrade them, from time to time, as your success pattern develops, always keeping in mind the big picture, your ultimate desire.

Then, backed with good work effort, ambition, enthusiasm and a little imagination, these goals, whatever they may be, can be reached.

A time-worn cliche, but still so meaningful, is "The journey of a thousand miles begins with but a single step."

So let's look at some of the single steps you may take to start you on your successful journey.

1. **Know your products.** The principle of suspension... what it will do for the woman who wears it. Learn to **fit properly** and explain the fitting to the customer. Study and be able to explain to the client that we offer a garment that will benefit her in comfort and appearance.

2. **Make certain of your own appearance.** Make certain that before you leave the house, you are dressed in good taste, all buttons buttoned, hooks hooked and zippers zipped. Make certain that you will give a favorable impression and that your customers will find no objection to your appearance.

3. **Give 'em both barrels!** The two strongest tools you possess are your winning smile and your enthusiasm. **Use them both.**

4. **Be a good listener.** Pay close attention to what your customers say in response to your questions, because herein lie the very words you may use to sell her. Be interested in what she is saying, because when you are a good listener, you are making another friend. You will be popular with everyone, because you will be helping them to do what they like to do most... talking about themselves.

5. **Understand the problem.** When she discusses her own personal problem with you, put yourself in her shoes and try to 'feel' the problem and understand her position clearly and with sympathy. Only by understanding her problems will you be able to present your products in such a way as to help her solve these problems.

6. **Translate product features into customer benefits.** Present the features of your products to your customers in the form of **benefits** to her. Let her know that wearing the Symbra'ette Bra will mean comfort and a more appealing figure.

7. **Overcome objectives** by thoroughly understanding her objection and listening and letting her know that you understand by pointing out the benefits she will derive from the garments. **Never tell her she is wrong.** She may have overlooked a point or two in her consideration, but she is never wrong.

8. **So very important**... and so often forgotten... ASK FOR THE ORDER! Regardless of how much the customer may like your products she will not make the important decision to buy, UNLESS, you ASK HER.

9. **GET CASH!** Let her have the feeling of responsibility in the transaction by giving you a deposit (at least) when she places the order. Ask for cash and explain that when you place your order with the Company, you are required to pay cash. When she sees why this is necessary, she will have no objections.

10. **Serve your clients faithfully:** Call back on her, keep a record of her name, address, phone number, size garments, last purchase date, etc. This way, you will know when she is ready for a new garment. Make it easy for her to give you repeat orders.

11. **Spend your time wisely.** Time is your most precious commodity.

DATING AT SHOWINGS

As a Symbra'ette Consultant, you will learn very early how to date showings. You will be pleasantly surprised to discover that being your natural self will take you a long way in dating showings.

> Just think about dating all through your showing. Everything you say and do will help date showings for you – getting there on time, being neat, having a nice smile, an attractive display – they all help date showings.

There is no *best way* for dating showings. Each person has her own most successful way of dating. Generally, it's good to date as you fit your customer. Many times she is very enthusiastic about the bra as you fit her. You may say something like this: "I can see how thrilled you are about the Symbra'ette, and I know you have many friends you would like to introduce to *the Bra*. You know you may earn a free bra by inviting them to your home for a showing."

You may **find it hard to realize at first**, but your general attitude is most important when you are dating. Above all, be **positive**! For example, there are certain questions you can ask that will draw the right answers. Instead of giving a woman the choice between **something** and **nothing**, give her the choice between **something** and **something else.** Ask the prospective hostess **which** would be the most convenient time for her showing, morning, afternoon, or evening. If you simply say something like, "would you like to have a showing Mrs. Jones?" you are giving the prospective hostess a choice between having a party or not. A choice between **something** and **nothing**. Chances are your dating results will be "nothing" too.

Never ask questions which can be answered with a "no." It is unwise to start a prospective hostess thinking in the negative way. Don't ask "Is Tuesday evening of next week all right with you Mrs. Jones?" she may say "no." Instead, use a positive approach, something like this: "Which is best for you Mrs. Jones? I have Tuesday and Thursday evening open next week." No matter which time she chooses, she has taken the first step in dating a showing because you have given her the **choice** between **something** and **something.**

A KEY TO YOUR SUCCESS – DATING

Experienced Symbra'ette Consultants agree that dating is one of the most important things a new consultant should learn early in party plan sales work.

The more you date, the more showings you'll put on, and naturally the more bras you will sell.

Don't think of dating only when you're putting on a showing, or sitting at home by the telephone. Constantly be alert to potential showing dates, for many women are actually waiting to be asked to have a showing!

Prospective hostesses are everywhere! Every woman, homemaker, working girl, single or married, needs the Symbra'ette bra – your Doctor's nurse, the clerk in the store, the teacher – every woman you see every day.

You probably have some ideas of your own. Think back to your last P.T.A. meeting – how many hostesses could you have found there?

SHOWINGS ARE A SERVICE TO OTHERS

It is as honorable to sell as it is to buy! Never make the mistake of feeling that you are imposing on women when you date or sell the Symbra'ette. After all, you are rendering a real service by letting them know about the Symbra'ette, and they'll be grateful to you for that.

Actually, you feel like stopping almost every woman you meet, just to tell her about the bra. It's good news, and good news is something to spread freely. Symbra'ette consultants aren't just selling a product! They are helping the women of America enjoy a happier, fuller and richer life.

KNOW THE ANSWERS

Don't think of negative questions as refusals to date, but more a request for you to tell them *how to do it.*

Here is a negative response you can turn into a positive dating: "My friends work and they may not want to attend a showing." By knowing that this comment might be made, you are prepared to say: "That would mean you could have an excellent showing! Women who work don't have as much opportunity to do their shopping as women who are home all the time. The showings we have with working women are always successful. We can arrange your showing at a time convenient for your friends, evenings during the week, or perhaps a Saturday morning." Be positive!

SET A DATE

Here is a question that must really be answered in a positive way: "I'll ask my friends and see when they can come." The answer to this is: "I'm glad to have you do that if you like, but when you do, I believe you will find they all have a different day in mind. It's so much simpler to set a tentative date, then invite your friends for that particular time. If this date proves to be unsatisfactory, I'll be very glad to set a more convenient time for you."

Here is another negative response: "I'm too busy to have a showing." Your answer might be: "That's just the reason you'd have a successful showing! Isn't it the busy person who always gets things done? (you have turned a negative thought into a compliment) A Symbra'ette showing is simple to arrange. No elaborate refreshments, and, I'm sure you and I can work out the arrangements and set the date at a time that would be convenient for you."

Be positive and assume from the start that women want to date showings, because they do.

Prospective hostesses generally date for one of three reasons, (1) they want to earn a free bra, (2) they are dating to help a friend earn her bra, or (3) they are the sociable type and like to entertain their friends.

They are just waiting to be asked and to have their questions answered. There's practically no sound reason why a woman can't have a showing, if she'd like to have one.

Another one of the basic rules for best dating results is to date showings as close as possible to the showing from which you are dating. The sooner, the better! Don't date showings too far in advance. In any event always try to date your showings within the next two weeks.

Always have your prospective hostess write her name, address and phone number in your date book. Remember to say **write**, not **sign** – no one likes to sign things, but everyone likes to write her name. Prospective hostesses who write their names in your date book are less likely to cancel the showing.

HINTS ON HOW TO HAVE A SUCCESSFUL SHOWING

Having successful bra parties is the life blood of your success as a Symbra'ette Consultant. When a party is successfully conducted, it will lead to more bookings and also bring you in contact with prospective recruits. The following guide-lines will help insure your success.

Stay in contact with your hostess. Phone her a few days before the party. Don't call to inquire if she is still going to have the party, but instead to ask if there is anything you could do to help with the plans for the showing.

She should be coached, not discuss prices with her guests. Simply tell them, if the question arises, "prices vary according to size."

Assure guests that there is no obligation to buy anything, but they should come and learn first-hand about these exciting under garments.

At the time of the showing, be sure to be at the hostess' home at least 15 to 20 minutes before the time the guests are due to arrive. This will give you time to set up your display. Arrive with a smile and be enthusiastic, paying particular attention to personal appearance and grooming.

Begin fitting as soon as the first guest arrives, and continue until everyone is present, then give your presentation. By having two or three guests and your hostess in the bra and girdle, you have that many more people who are experiencing what you are explaining. This helps you to sell the others.

Keep your presentation informal. Don't stand up and lecture to the group, instead be seated and carry on in a conversational tone allowing the guests to participate.

912

During the presentation get the following points across. Memorize it if you have to.

"98% of American women wear bras that do not fit them properly. As a result, they suffer shoulder strap strain, fatigue, crowding, cutting or spilling. When a woman buys a bra over the counter, her selection is usually based on three premises – brand name, price, how it looks on display."

"Very little thought is given to **absolute fit**! In most cases, no expert is available to do a proper fitting."

"We do not talk price nor sell on price. **A woman must realize, when she buys a bra, she actually pays three prices.**"

"**The FIRST price she pays is in money, whether $2.98 or $15.98.**"

"**The SECOND price she pays is when she looks in the mirror.**"

"**The THIRD price she pays is in comfort or discomfort.**"

"**Each woman must decide for herself which of these prices she is willing to pay!**"

"The Symbra'ette Bra is constructed in accordance with engineering principles using the laws of suspension, thrust, and gravity."

"These laws have meant nothing to you before. Those of you who are now wearing the Symbra'ette Bra, are experiencing for the first time, a bra that has comfort and fit and does something for your figure. You can feel and see the difference immediately!"

The remainder of the time can be spent in answering questions that may come up.

If you conduct a showing as we have outlined it, you will be able to convert all those extra dollars into:

"Dresses and dreams
and romantic themes,
like planes and cars
and trips to the stars,
so put yourself in clover
your cups will runneth over"

THE SUMMING UP

As you have discovered by reading these past few pages, there is no secret to successful dating. Guests will want to hold showings with you if you are the sort of person they enjoy listening to and spending an hour or so with. The sincere warmth and friendliness you display while you are a *guest* in your hostess' home will be long remembered. The benefits you derive from spreading good will among your showing guests will be great.

From the very moment you first enter your hostess' home, you begin creating impressions of yourself. Many of the guests have possibly never seen you before, and they don't know what to expect. Put them at ease immediately. You are not a high-pressure salesperson. Let them know this by the way you act. Think of yourself as a friend, not someone who is interested only in how many Symbra'ette bras they are going to purchase.

Remember, friendliness and sincerity will take you a long way up the ladder of DATING success.

MORE SHOWING POINTERS FOR BIGGER SALES

The little things will make you successful. One of the little things which is very important, is to always send a thank-you note to the hostess after every showing. On the thank-you note, you might say something like, "You were a delightful hostess and I appreciate all you did to make it such a pleasant evening (or morning). Sincerely yours." Or, "I enjoyed your showing so much. Hostesses like you are the reason I never feel I'm actually working. Thank you for your hospitality."

You had a pleasant stay at the home of your hostess, it is only polite to drop her a thank-you note, and a Consultant should always do as much as possible for her hostess.

This courtesy will help you date a showing later on, too. It also shows a spirit of true thoughtfulness and courtesy. It shows your hostess you really appreciated the sincere welcome you received.

Also, it is good to send a thank-you note to each woman who purchased a bra. You might say: "Thanks so much for your Symbra'ette order. I am sure you will be more and more delighted with the bra as time goes by."

Your hostess and customer will feel she is an extra special person or you wouldn't have bothered to send a note. It is like coming to thank her personally.

To help serve as a constant reminder of the importance of seemingly *little things*, you should learn these two lines of verse.

Be early, be neat, with your kit complete
Be graceful, be forceful, and always be sweet.

GLOSSARY OF SYMBRA*ETTE TERMS

SUGGESTED RETAIL PRICE

This is the price suggested by the Company to be a fair and competitive price for Symbra*Ette products in relation to the industry. Included in this Price is a consideration for the provision of personal service to each customer by the Consultant.

PERFORMANCE REBATE

This is the rebate paid by the Company to the Consultant based on her performance of duties towards her organization For instance, a Regional Director will be paid 5% on her District Directors' organization, 10% on her Senior Consultants' organization, 15% on her Consultants' organization, 15% on her own personal purchases, and 5% "500" Club Bonus.

PERFORMANCE BONUS

This is a bonus payable by the Company to a Consultant based on the P.V. of a 1st and 2nd level Consultant in her same bracket. 1st level means directly sponsored, 2nd level means indirectly sponsored. If a Senior Consultant wishes to receive a Performance Bonus on the P.V. of her 1st level Senior Consultant, she is required to produce $750.00 personal group volume of which $150.00 P.V. must be personal purchases.

PERSONAL GROUP VOLUME

A Regional Director's personal group volume comprises his personal volume, his District Directors, Senior Consultants and Consultants. A District Director's personal group volume comprises his personal volume, his Senior Consultants and Consultants. A Senior Consultant's personal group volume comprises his personal volume and his Consultants.

SPECIAL PERFORMANCE BONUS

This Special Bonus will be paid to a Consu
for which she qualifies. For instance, a Se
who produces $1,500.00 Tot[illegible] P.V. from he
will receive $30.00 from the Company

THE "500" CLUB BONUS

This is designed to award individual Consul
5% of their personal volume of $500.00 or m
Their names will appear on the Honor Roll
Award Winners each month and after 5 conse
of $500.00 P.V. or more the Company will a
Club Membership Pin.

CONSULTANT MAINTENANCE REQUIREMENT

This is based on one calendar quarter (Janu
and March is the first quarter of the year, th
is April, May and June). This means for ins
Senior Consultant has one quarter to produce
This does not mean $500.00 P.V. each mont
that it may be obtained with $400.00 P.V. in
P.V. in May and only $400.00 P.V. in June,
total of $1,500.00 P.V.

COMPANY SELLING PRICE

All Consultants purchase from the Company
count of 35% off the P.V. of each product, e
products with a higher manufacturing cost wi
ser Discount. The Company's preprinted Wh
form reflects the Discounted cost plus the c
mail postage and handling for each product.

ltant each month
nior Consultant
r Personal Group

ltants an extra
ore each month.
of "500" Club
ecutive months
ward a "500"

ary, February
e second quarter
tance, that a
e $1,500.00 P.V.
h; but means
April, $700.00
making a grand

at a Basic Dis-
xcept that some
ll be at a les-
olesale Order
harge for Air-
(See Note #5)

SUMMARY OF REQUIREMENTS AND BENEFITS IN THE IMPR
SYMBRA*ETTE PROFIT BUILDING PROGRAM
EFFECTIVE APRIL 1, 1972

LEVEL	BASIC DISCOUNT	"500" CLUB BONUS	PERFORMANCE REBATE	PERFORMANCE REBATE REQUIREMENTS	PERSONAL PROMOTION REQUIREMENTS	PERFORMANCE BONUS	PERFOR BONUS REQUIR
REGIONAL DIRECTOR	35%	5%	5% on P.V. of District Directors 10% on P.V. of Senior Consultants 15% on P.V. of Consultants 15% on P.V. of Personal Purchases plus 5% "500" Club Bonus	$30,000 P.V. in one (1) Calendar Quarter From: Self District Directors Senior Consultants and Consultants	$25,000 P.V. In one month Three District Directors From: Self District Directors Senior Consultants and Consultants	2% on P.V. of 1st Level Regional Directors 1% on P.V. of 2nd Level Regional Directors	$12,500 Each mo Performa From: Se District Senior C and Con
DISTRICT DIRECTOR	25%	5%	5% on P.V. of Senior Consul 10% on P.V. of Consultants 10% on P.V. of Personal Purchases plus 5% "500" Club Bonus	$6,000 P.V. in one (1) Calendar Quarter From: Self Senior Consultants and Consultants (P.V. to include $450.00 Personal Purchases)	$6,000 P.V. In one month Five First Level Senior Consultants and Consultants At least $2,000 P.V. from: Self and Five First Levels (P.V. to include $150.00 Personal Purchases)	2% on P.V. of 1st Level Dist Direct 1% on P.V. of 2nd Level District Director	$2,500 Each mo Perform From: S Senior C and Cor (P.V. fo $150.00 Purchas
SENIOR CONSULTANT	35%	5%	5% on P.V. of Consultants 5% on P.V. of Personal Purchases plus 5% "500" Club Bonus	$1,500 P.V. in one (1) Calendar Quarter From: Self and Consultants (P.V. to include $450.00 Personal Purchases)	$1,500 P.V. In one month From: Self and Two First Level Consultants (P.V. to include $150.00 Personal Purchases)	2% on P.V. of 1st Level Senior Consultants	$750.0 Each m Perfor From: Consul (P.V. $150.0 Purcha
CONSULTANT	35%	5%	5% "500" Club Bonus		A Sample Kit (Refundable on Termination of Contract within 90 Days)	3% on P.V. of 1st Level Consultants	$150.0 Perso Each Perfor

1. The Company guarantees a refund of $89.95 for the Sample Kit on its return to the Company in its original content and with termination of the contract within 90 days, provided that the new Consultant has made an effort to attend, with her sponsor, training sessions conducted by her District or Regional Director. On payment of a refund the P.V. will not be deducted from the Sponsor.
2. The Sample Kit is sold to a new Consultant for $89.95.
3. Basic Discount 35%. Some products vary in discount owing to manufactur- [illegible] the basic discount of Swimwear is 30%.
4. The basic discount is taken on the Purchase purchased for resale.
5. A charge for prepaid air mail postage and ha suggested retail selling price; but is refund product. It is not included in the Purchase
6. All rebates and bonuses paid by the Compan P.V. of all orders for a calendar month.
7. The "500" Club Bonus of 5% is paid each m $500.00 P.V. or more.

OVED

MEMBER
DIRECT SELLING
ASSOCIATION

RMANCE EMENTS	SPECIAL PERFORMANCE BONUS
P.V. nth for nce Bonus lf Directors onsultants sultant	$17,500 P.V. Each month for $200.00 Special Performance Bonus From: Self District Directors Senior Consultants and Consultants
.V. nth for ance Bonus elf Consultants sultants include Personal ses)	$4,500 P.V. Each month for $100.00 Special Performance Bonus From: Self Senior Consultants and Consultants (P.V. to include $150.00 Personal Purchases)
0 P.V. onth for nance Bonus Self and tants o include 0 Personal ses)	$1,500 P.V. Each month for $30.00 Special Performance Bonus From: Self and Consultants (P.V. to include $150.00 Personal Purchases)
0 nal purchases month for mance Bonus	$750.00 Personal P.V. Each month for $15.00 Special Performance Bonus

Volume (P.V.) of each product

ndling is included in the
ed to you on the sale of the
Volume (P.V.).
y are based on the correct

month on Personal Purchases of

6/1/72

215

Symbra·Ette INC.

460 MERIDIAN AVE. SAN JOSE, CALIFORNIA 95126

CONSULTANT AGREEMENT

PLEASE PRINT HARD

Date _____ Area Code _____ Phone _____

N. _____

Address _____

City _____ State _____ Zip Code _____

☐ Single ☐ Married Date of Birth _____ Soc. Sec.# _____

Spouse's name and occupation _____

Sales experience _____

Date Rec'd _____ File Card _____

Plate _____ I.D. Card _____

SAMPLE KIT P.V.

_____ NEW CONSULTANT

_____ SPONSOR

_____ SPONSOR'S SPONSOR

_____ DISTRICT OR REGIONAL DIRECTOR

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMPLAINT~~ Exhibit No. 2
In the Matter of: Dor-Ro-Mar
Date 6/18/73 Witness _____ Reporter _____

IN CONSIDERATION OF THE MUTUAL COVENANTS HEREIN CONTAINED, IT IS AGREED AS FOLLOWS:

1. Symbra·Ette Inc. (hereinafter referred to as the Company) hereby grants to _____ (hereinafter referred to as Consultant) the right to purchase and sell the Company products, in keeping with the Company rules and regulations. Said rules and regulations are an integral part of this agreement and by this reference are incorporated herein.
2. Consultant agrees to abide by any and all of the terms and conditions set forth in the Company manual and any amendments thereto.
3. Consultant is an independent contractor and not an employee or agent of the Company for any purpose and this agreement shall not be construed as a joint venture, or partnership of any kind whatsoever. Consultant shall be responsible for costs incidental to the sale and distribution of products purchased from the Company and shall have no right whatsoever to make or enter into any contract for or on behalf of the Company or use the Company name or trademark without written approval from the Company.
4. Consultant shall at all times abide by all federal, state, county, municipal or other governmental laws in connection with the sale, distribution and advertising of said products.
5. Consultant shall at all times conduct his business in an ethical manner and exercise his best effort to promote Company products and its goodwill in accordance with the Company's Profit Building Program.
6. Consultant's engaging in unethical or illegal sales practices or not performing in the best interest of the Company shall be cause for cancellation of this agreement.
7. The Company is a wholesale supplier and is in no way obligated to repurchase any merchandise in the event the Consultant terminates his association with the Company or fails in this business venture. Returns or exchanges of merchandise are not allowed except when covered under the Company guarantee.
8. As an independent contractor, Consultant may sell or otherwise dispose of his business. In this event the buying Consultants' agreement must be forwarded to the Home Office for approval. In the event of a Consultant's death, his heirs, administrators or executors may continue operating his business.
9. This agreement is made in and shall be interpreted in accordance with the laws of the State of California and shall not be binding on the Company until approved by a properly authorized representative of the Company at its Home Office.
10. This agreement is severable and that the invalidity of any part or provision herein in no way invalidates or effects the remainder of the agreement. The Company has made no representations or warranties to the Consultant, except as specifically set forth herein, and any prior agreement, whether written or oral, between Consultant and the Company is hereby cancelled, terminated, and rendered of no force or effect.
11. The Company, in its endeavor to protect each Consultant's market potential, shall not permit the total number of active Consultants to exceed 1/10 of 1% of the population of each State in the Union.

I have read this agreement through and understand all its terms and conditions.

_____ SPONSOR'S SIGNATURE

_____ ADDRESS

_____ CITY AND STATE ZIP

_____ APPLICANT'S SIGNATURE

_____ COMPANY APPROVAL

917

RETURN ALL THREE COPIES TO HOME OFFICE FOR APPROVAL
CONSULTANT'S AND SPONSOR'S COPY WILL BE RETURNED

Symbra-Ette

P.O. BOX 5730
SAN JOSE, CALIFORNIA 95150

DATE _____

SAMPLE KIT ORDER FORM

P.V. $ 170.95

New Consultant

NAME

ADDRESS

CITY

STATE ZIP

FEDERAL TRADE COMMISSION
Docket No. 8872 Exhibit No. 3
In the Matter of: Der-Ba-Mar
Date 4/18/73 Witness _____ Reporter CB

Sponsored by

NAME

ADDRESS

CITY

STATE ZIP

QTY.	STYLE	SIZE	COLOR	FABRIC	SUG. RET.	P.V.
1	512	34D	Nude	Marq	19.95	19.45
1	262	34C	White	Lace	13.95	13.45
1	262	34CC	White	Lace	13.95	13.45
1	262	32D	White	Lace	14.95	14.45
1	262	34D	White	Lace	14.95	14.45
1	262	36D	White	Lace	14.95	14.45
1	262	34DD	White	Lace	14.95	14.45
1	262	32E	White	Lace	16.95	16.45
1	262	36E	White	Lace	16.95	16.45
1	262	34EE	White	Lace	16.95	16.45
1	262	34F	White	Lace	17.95	17.45
11					$176.45	$170.95

The Company is providing the Sample Kit at a very low cost of $89.95. It comprises an assortment of 11 Bras in styles and sizes considered, by the Company, as reasonably adequate for a new Consultant's immediate needs. However, the Company reserves the right to substitute styles and sizes of equal value.

The Company guarantees a refund of $89.95 for the Sample Kit on its return in its original content to the Company or person designated by the Company to receive it and with termination of the contract within 90 days.

Shipping charges for the returned Sample Kit are to be paid by the terminating Consultant.

The Company suggests that, in her interest, the Sponsor, District Director or Regional Director conducts regular training meetings for all the Consultants in her organization, as it requires as a prerequisite to payment of a refund, that the terminating Consultant has made a sincere effort to attend these regular training meetings.

In order to continue servicing the retail customers obtained by the terminating Consultant, the Company requires that she submit a list of these customers to the Company for reallocation.

We have read and understand the above conditions as applied to refund and training meetings.

Signature New Consultant

Signature Sponsor

-172a-

TOTAL BRAS PURCHASE VOLUME (P.V.)		$ 170.95
ASSORTED LITERATURE		12.00
VINYL SAMPLE CASE		10.00
TOTAL VALUE		$ 192.95
YOUR COST ONLY		$ 89.95

Calif. Res. Add 5% Sales Tax on Suggested Retail of Bras	$ 176.45	$ 89.95
Assorted Literature	12.00	
Vinyl Sample Case	10.00	
	$ 198.45	
Sales Tax	$ 9.92	
For SPECIAL DELIVERY Add	$1.25	
AMOUNT ENCLOSED		

SEND ORIGINAL AND YELLOW COPY TO HEAD OFFICE WITH CONSULTANT AGREEMENT

Sponsor's money order or check must accompany this order and application. No Sample Kit order will be accepted by the Company unless accompanied by the new applicant's agreement.

FOR OFFICE USE ONLY

DATE REC'D

CHECK NO.

AMT. REC'D

930

RX-7

Dahlia's GALA Opening

CONTINUES

Looking beautiful
and knowing it is the secret
of a woman's self-confidence

A Bold New Adventure in foundations has happened in Huntsville! For the first time, this exclusive salon, established for the discriminating woman, invites you to bring your most intimate figure problems for consultation with our own figure stylist to help you select and choose a more feminine you!

Symbra-ette gives Beauty and Comfort for All Types of Bustlines!
For the Budding Teen-Age Figure as well as the Mature Woman.
A Unique Garment --- Custom Fitted Of Course!

FEDERAL TRADE COMMISSION
Docket No. 8872 COMPLAINT RESPONDENT Exhibit No. Z
In the Matter of: Der-Ro-Mar
Date 6/18/73 Witness _____ Reporter CR

Symbra®-Ette

LOCATED IN THE
MERLE NORMAN COSMETIC
STUDIO IN THE MALL

OPEN 10 A.M. - 9 P.M.

the mall

937

T94-2 7-85 RX

TO SYBRANTTE

DEPT.-LOCATION

FROM PAULETTE'S
8538 Van Nuys Blvd.
Panorama City, Calif. 91402

DEPT.-LOCATION 460 Meridian Ave San Jose, Ca

SUBJECT Placing an order

DATE Aug

MESSAGE

Please send the following bras:

Uncovered: 2/4 White 34B, 36B, 34C, 32D One of each size
3/4 Black 32C, 36C, 38C One of each size (7 pe

Covered: 2/2 White 34C, 36C, 32D, 38D One of each sixze
3/2 Black 34C, 36D One of each size (6 pi

Thank you,

PAULETTE'S
8538 Van Nuys Blvd.
Panorama City, Calif. 91402

ORIGINATOR-DO NOT WRITE BELOW THIS LINE

SIGNED Frances

REPLY

Lollipop
Undies
Lingerie
goddess
dresses

RECEIVED AUG 8 1972

FEDERAL TRADE COMMISSION
Docket No 8872 COMMISSION RESPONDENT Exhibit No. 13
In the Matter of: Bar-Co-Mar
Date 6/18/73 Witness _____ Reporter CP

DEPT.-LOCATION

SIGNED

DATE

Rediform® 45 470 SEND PARTS 1 AND 3 WITH CARBON INTACT - PART 3 WILL BE RETURNED WITH REPLY.

361

- 13

lif. 95126

/4/72

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eces)

/ /

ACTIVE DISTRIBUTORS

AS OF December 4, 1967 634

FEDERAL TRADE COMMISSION
Docket No 8872 COMMISSION RESPONDENT Exhibit No. 14
In the Matter of: Bee-Bo-Mar
Date 6/18/73 Witness _____ Reporter C.B.

EXHIBIT RX-14

ACTIVE DISTRIBUTORS

AS OF December 19, 1967 633

FEDERAL TRADE COMMISSION
Docket No. 8702 COMMISSION RESPONDENT Exhibit No. 15
In the Matter of: Dar-Ro-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-15

ACTIVE DISTRIBUTORS

AS OF January 22, 1968

652

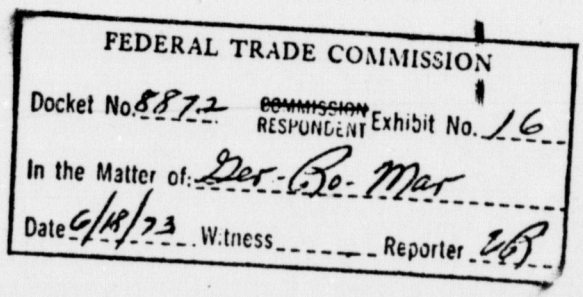


EXHIBIT RX-16

-177a-

963

ACTIVE DISTRIBUTORS

AS OF February 6, 1968 : 718

FEDERAL TRADE COMMISSION
Docket No. 8873 ~~COMMISSION~~ RESPONDENT Exhibit No. RX-17
In the Matter of: Dec-Ro-Mar
Date 6/18/73 Witness _____ Reporter VR

EXHIBIT RX-17

ACTIVE DISTRIBUTORS

AS OF April 5, 1968 902

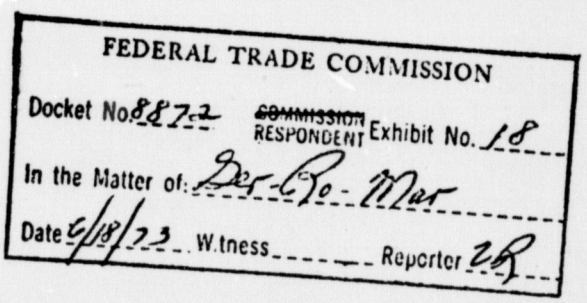


EXHIBIT RX-18

ACTIVE DISTRIBUTORS

AS OF June 13, 1968 1094

FEDERAL TRADE COMMISSION
Docket No. 8872
In the Matter of
Date 6/18/73

EXHIBIT RX-19

ACTIVE DISTRIBUTORS

AS OF July 19, 1968 1224

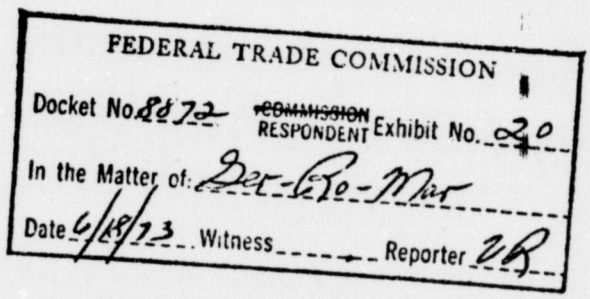


EXHIBIT RX-20

ACTIVE DISTRIBUTORS

AS OF July 31, 1968 1254

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 21
In the Matter of: Der-Be-Mar
Date 6/18/73 Witness _____ Reporter ZR

EXHIBIT RX-21

ACTIVE DISTRIBUTORS

AS OF August 22, 1968 1400

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 202
In the Matter of Bar-Bo-Mar
Date 6/27/73 Witness _____ Reporter VB

EXHIBIT RX-22

ACTIVE DISTRIBUTORS

AS OF September 11, 1968 , 1399

FEDERAL TRADE COMMISSION
Docket No. 8572
In the Matter of Bee-Gee-Mac
Date 6/15/73

EXHIBIT RX-23

ACTIVE DISTRIBUTORS

AS OF October 3, 1968 1599

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 24
In the Matter of: Bee-Ro-Mar
Date 6/18/73 Witness _____ Reporter 25

EXHIBIT RX-24

ACTIVE DISTRIBUTORS

AS OF October 31, 1968 1693

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. RX-25
In the Matter of: Der-Ro-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-25

ACTIVE DISTRIBUTORS

AS OF December 17, 1968 , 1850

FEDERAL TRADE COMMISSION
Docket No. 8702 COMMISSION RESPONDENT Exhibit No. RX-26
In the Matter of Ger-Ro-Mar
Date 6/18/73 Witness _____ Reporter CS

EXHIBIT RX-26

ACTIVE DISTRIBUTORS

AS OF January 17, 1969 1884

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 27
In the Matter of: Der-Bo-Mar
Date 6/15/73 Witness Reporter CR

EXHIBIT RX-27

ACTIVE DISTRIBUTORS

AS OF Janaury 29, 1969 1887

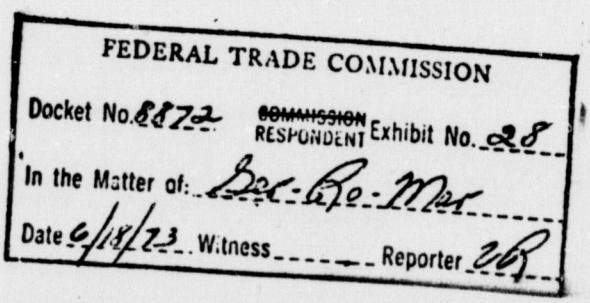


EXHIBIT RX-28

ACTIVE DISTRIBUTORS

AS OF March 19, 1969 2077

FEDERAL TRADE COMMISSION
Docket No. 8872 Respondent No. 27
In the Matter of: [illegible]
Date 6/18/73 Witness _____ Reporter [illegible]

EXHIBIT RX-29

ACTIVE DISTRIBUTORS

AS OF April 24, 1969 1377

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 30
In the Matter of: Der-Re-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-30

ACTIVE DISTRIBUTORS

AS OF May 22, 1969 2323

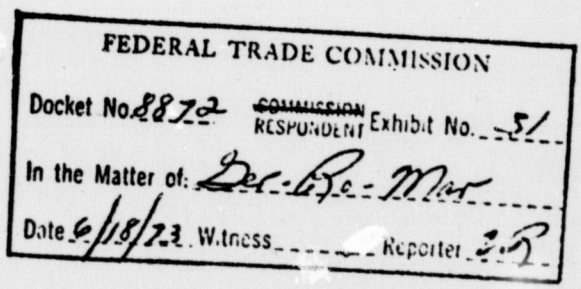


EXHIBIT RX-31

ACTIVE DISTRIBUTORS

AS OF May 29, 1969

1326

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 32
In the Matter of: Der-Bo-Mar
Date 6/18/73 Witness _____ Reporter CB

EXHIBIT RX-32

385

ACTIVE DISTRIBUTORS

AS OF June 3, 1969 1321

FEDERAL TRADE COMMISSION
Docket No. 8823 ~~COMMISSION~~ RESPONDENT Exhibit No. 33
In the Matter of: Dee-Bo-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-33

ACTIVE DISTRIBUTORS

AS OF June 12, 1969 1343

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 34
In the Matter of: Dar-Ro-Mes
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-34

ACTIVE DISTRIBUTORS

AS OF June 26, 1969 1560

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhibit No. 35
In the Matter of: Bar-Ro-Mar
Date 6/18/73 Witness Reporter CR

EXHIBIT RX-35

ACTIVE DISTRIBUTORS

AS OF July 15, 1969 1769

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 36
In the Matter of: Der-Go-Mar
Date 6/18/73 Witness _____ Reporter VR

EXHIBIT RX-36

ACTIVE DISTRIBUTORS

AS OF September 4, 1969 1819

FEDERAL TRADE COMMISSION
Docket No. 8822 ~~COMMISSION~~ RESPONDENT Exhibit No. 37
In the Matter of: Des-Bo-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-37

ACTIVE DISTRIBUTORS

AS OF October 14, 1969 2041

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 38
In the Matter of: Dee-Gee-Mar
Date 6/18/73 Witness Reporter CB

EXHIBIT RX-38

ACTIVE, DISTRIBUTORS

AS OF October 21, 1969 2062

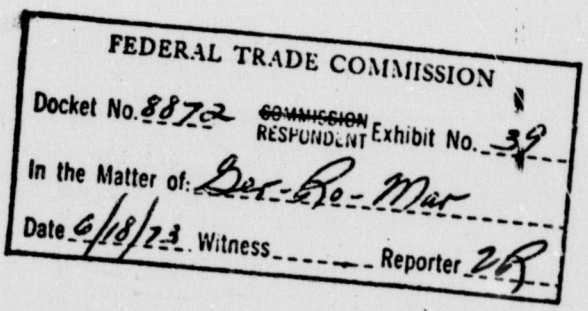


EXHIBIT RX-39

ACTIVE DISTRIBUTORS

AS OF November 10, 1969 2146

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 40
In the Matter of: Der-Re-Mar
Date 6/18/73 Witness _____ Reporter C.B.

EXHIBIT RX-40

ACTIVE DISTRIBUTORS

AS OF November 21, 1969 2213

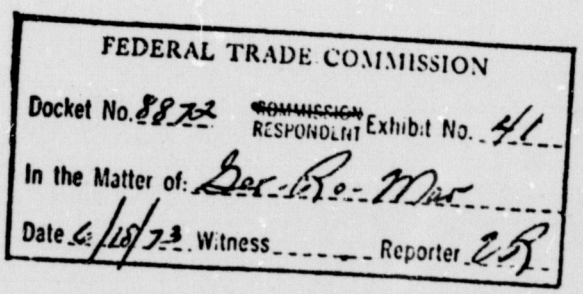


EXHIBIT RX-41

ACTIVE DISTRIBUTORS

AS OF December 16, 1969 2233

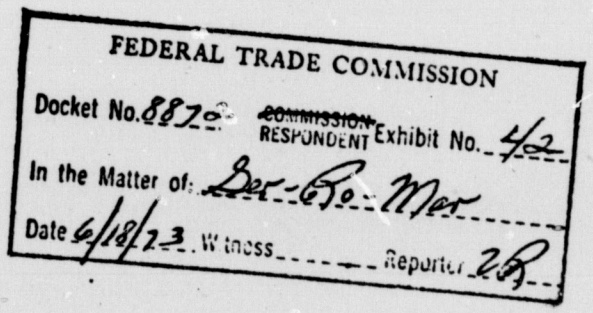


EXHIBIT RX-42

ACTIVE DISTRIBUTORS

AS OF January 6, 1970 2191

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 4-3
In the Matter of: Dee-Bee-Mac
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-43

ACTIVE DISTRIBUTORS

AS OF Janaury 21, 1970 2331

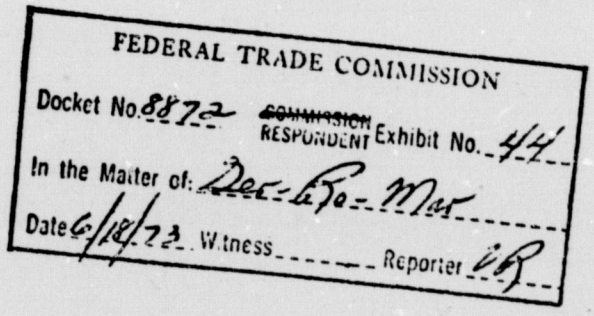


EXHIBIT RX-44

ACTIVE DISTRIBUTORS

AS OF February 24, 1970 2363

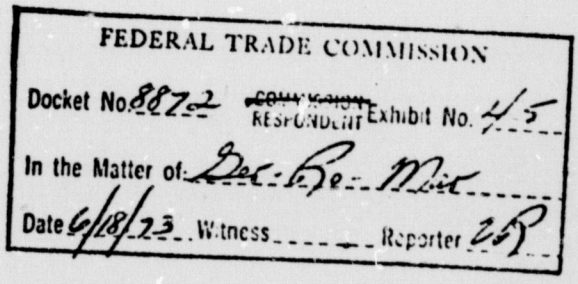


EXHIBIT RX-45

ACTIVE DISTRIBUTORS

AS OF March 31, 1970 2543

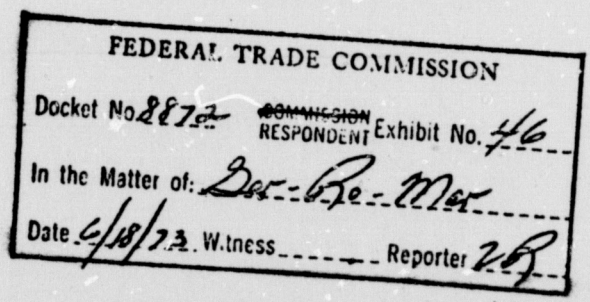


EXHIBIT RX-46

ACTIVE DISTRIBUTORS

AS OF April 15, 1970 2607

FEDERAL TRADE COMMISSION
Docket No. 8802 COMMISSION RESPONDENT Exhibit No. 47
In the Matter of Ber-Ex-Co-Mar
Date 6/18/73 Witness _____ Reporter LS

EXHIBIT RX-47

ACTIVE DISTRIBUTORS

AS OF May 15, 1970 2765

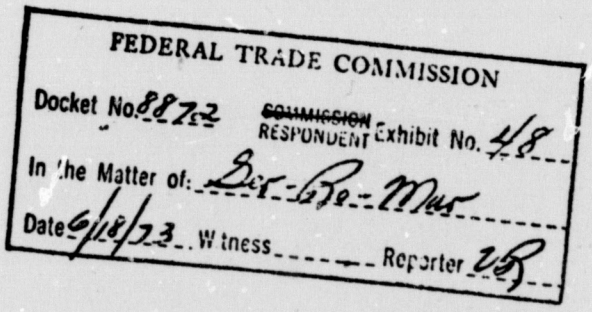


EXHIBIT RX-48

ACTIVE DISTRIBUTORS

AS OF July 24, 1970 3045

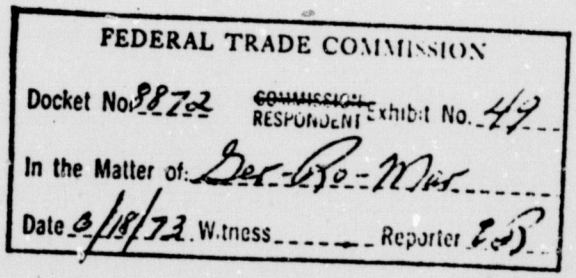


EXHIBIT RX-49

ACTIVE DISTRIBUTORS

AS OF August 22, 1970 2851

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 50
In the Matter of: Dor-Bo-Mar
Date 6/18/73 Witness _____ Reporter CB

EXHIBIT RX-50

ACTIVE DISTRIBUTORS

AS OF September 17, 1970 2929

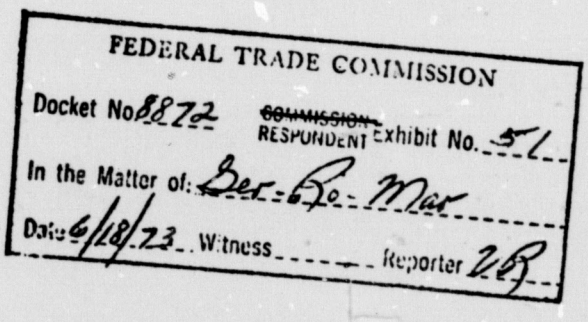


EXHIBIT RX-51

ACTIVE DISTRIBUTORS

AS OF September 22, 1970 2872

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 52
In the Matter of: Ber-Bo-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-52

ACTIVE DISTRIBUTORS

AS OF October 22, 1970 3306

FEDERAL TRADE COMMISSION
Docket No 8872 COMMISSION RESPONDENT Exhibit No 53
In the Matter of: Dee-Gee-Mar
Date 6/28/73 Witness Reporter CB

EXHIBIT RX-53

ACTIVE DISTRIBUTORS

AS OF November 17, 1970 : 3070

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 54
In the Matter of: Des-Re-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-54

ACTIVE DISTRIBUTORS

AS OF December 18, 1970 3159

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 55
In the Matter of: Dr. Bo. Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-55

ACTIVE DISTRIBUTORS

AS OF December 29, 197[illegible] 3166

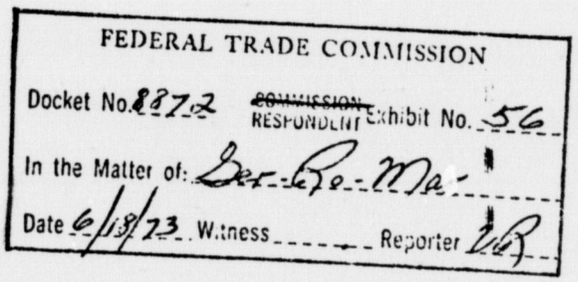


EXHIBIT RX-56

ACTIVE DISTRIBUTORS

AS OF February 2, 1971 3365

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 57
In the Matter of: Der-Re-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-57

ACTIVE DISTRIBUTORS

AS OF March 12, 1972 3635

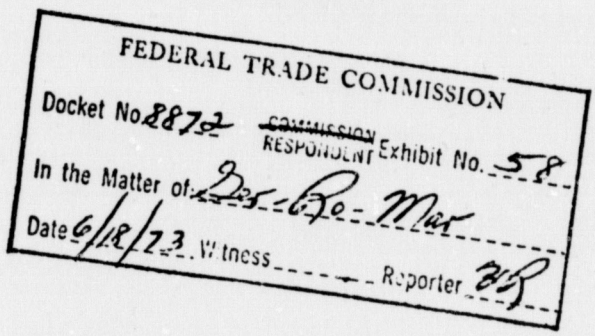


EXHIBIT RX-58

ACTIVE DISTRIBUTORS

AS OF May 5, 1971 1506

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 59
In the Matter of: Dee-Gee-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-59

ACTIVE DISTRIBUTORS

AS OF July 21, 1971 1783

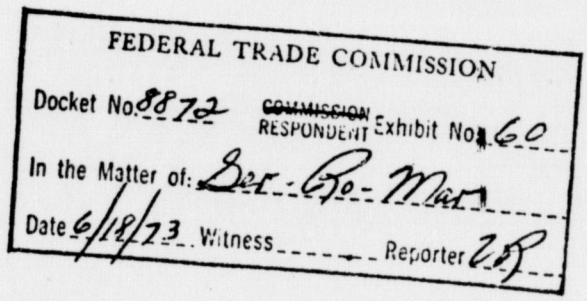


EXHIBIT RX-60

ACTIVE DISTRIBUTORS

AS OF August 5, 1971 1876

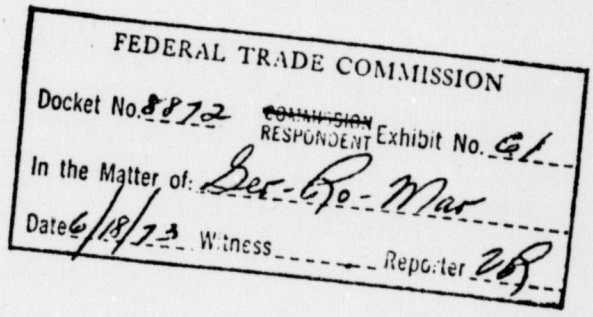


EXHIBIT RX-61

ACTIVE DISTRIBUTORS

AS OF August 30, 1971 1966

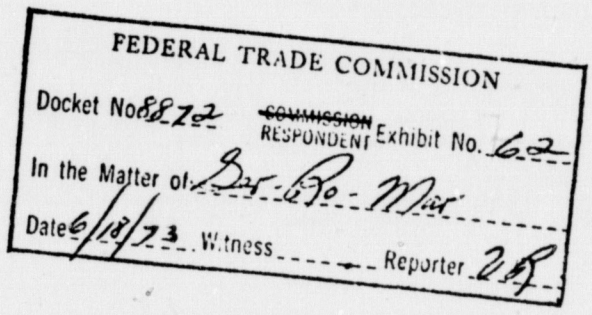


EXHIBIT RX-62

ACTIVE DISTRIBUTORS

AS OF September 16, 1971 2025

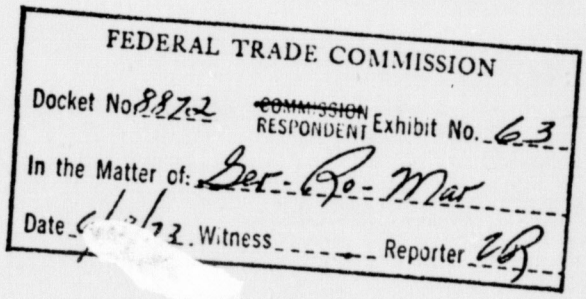


EXHIBIT RX-63

ACTIVE DISTRIBUTORS

AS OF September 20, 1971 2024

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 64
In the Matter of: Dec-Ro-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-64

ACTIVE DISTRIBUTORS

AS OF October 15, 1971 2100

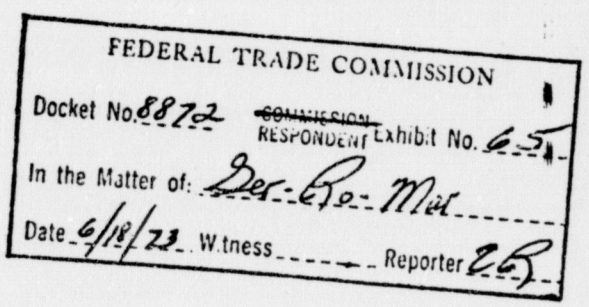


EXHIBIT RX-65

ACTIVE DISTRIBUTORS

AS OF October 29, 1971 2122

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 66
In the Matter of: Bar-Ko-Mat
Date 6/18/73 Witness Reporter CR

EXHIBIT RX-66

ACTIVE DISTRIBUTORS

AS OF November 12, 1971 2335

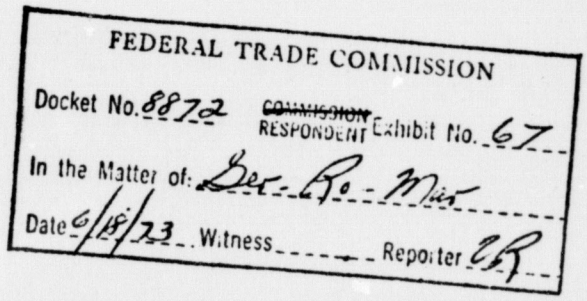


EXHIBIT RX-67

1020

ACTIVE DISTRIBUTORS

AS OF November 17, 1971 2189

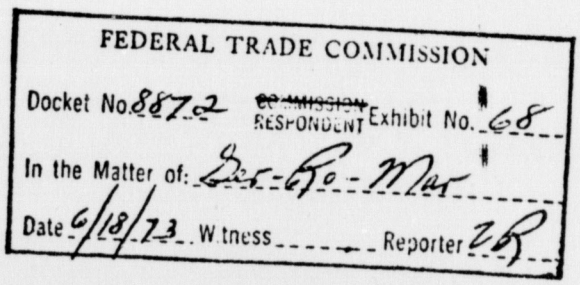


EXHIBIT RX-68

ACTIVE DISTRIBUTORS

AS OF December 20, 1971 2196

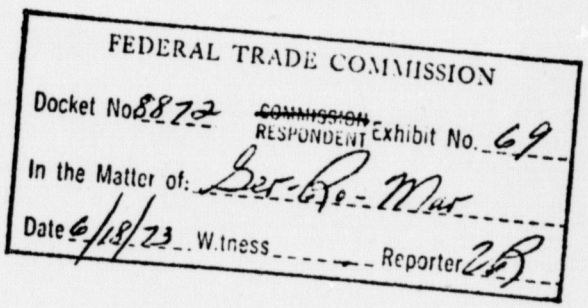


EXHIBIT RX-69

ACTIVE DISTRIBUTORS

AS OF January 12, 1972 2022

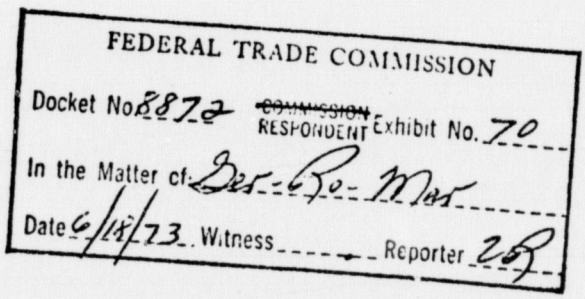


EXHIBIT RX-70

ACTIVE DISTRIBUTORS

AS OF February 29, 1972 2302

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. RX-71
In the Matter of: Dar-Ro-Mar
Date 6/18/73 Witness _____ Reporter CR

EXHIBIT RX-71

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 72

In the Matter of: Ber-Ro-Mar

Date 6/18/73 Witness _____ Reporter CR

10250

RX-72

H. E. COTNER
BOUTIQUE OF BEAUTY
4115 S. ORANGE BLOSSOM TRAIL
ORLANDO, FLORIDA
32809

1025

Boutique of Beads
4115 S. Orange Blossom Trail
Orlando, FL 32839
Phone 855-2806

Sigrsbra·Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

WHOLESALE ORDER FORM

DATE Oct. 27, 72

-235a-

NAME Catherine T. Colnot

ADDRESS 4115 S. Orange Blossom Trail

CITY, STATE Orlando, Fla. 32807 Phone 855-6084

I.D. # (Social Security Number) 210-22-8904

COMPLETED BY ct

DATE 10-31-72

COUNTY

ZIP

MY SPONSOR IS: Katie Langford

STYLE NO 212 – White – All Nylon Lace

30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
							18.45		18.95		12.49	
							19.45		19.95		13.14	
							19.45		19.95		13.14	
							19.45		19.95		13.14	
							20.45		20.95		13.81	
							20.45		20.95		13.81	
							21.45		21.95		14.49	
							22.45		22.95		15.16	

STYLE NO. 312 – Black – All Nylon Lace

30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
							20.45		20.95		13.79	
							21.45		21.95		14.44	
							21.45		21.95		14.44	
							21.45		21.95		14.44	
							22.45		22.95		15.09	
							22.45		22.95		15.09	
							23.45		23.95		15.74	
							24.45		24.95		16.39	

STYLE NO. 412 – Nude – All Nylon Lace

30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
							18.45		18.95		12.49	
							[illegible]		19.95		13.14	
							[illegible]		[illegible]		[illegible]	

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTAL
B											9.45	
C											10.45	
CC											10.45	
D											11.45	
DD											11.45	
E											13.45	
EE											13.45	
F											15.45	
G											16.45	
H											17.45	
I											18.45	
J											19.45	
K											20.45	
L											21.45	
M											22.45	

162 40C – 56E add $3.00 to cost: 162 48E E – 64H add $

STYLE NO. 262 - White Lace

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTAL
A											12.45	
B											12.45	

1025 0 1

ORDER NO. -- 4

Begin each month with Order #1 and $0 Previous P.V.

My Previous P.V. 145.25

P.V. This Order 9.15

P.V. To Date ~~154.90~~ 177.85

V. AL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	9.95		6.64	
	10.95		7.29	
	10.95		7.29	
	11.95		7.94	
	11.95		7.96	
	13.95		9.24	
	13.95		9.24	
	15.95		10.54	
	16.95		11.19	
	17.95		11.84	
	18.95		12.49	
	19.95		13.14	
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	

.00 to cost. (no additional P.V.)

	12.95		8.59	
	12.95		8.59	
			9.24	

								21.45		21.95	14.44
								22.45		22.95	15.09

LE NO. 512 – Nude–All Nylon Marquisette

30	32	34	36	38	40						
							18.45		18.95		12.49
							19.45		19.95		13.14
							19.45		19.95		13.14
							19.45		19.95		13.14
							20.45		20.95		13.79
							20.45		20.95		13.79
							21.45		21.95		14.44
							22.45		22.95		15.09

LE NO. 214 – White – Lace Rusching Under Cup

30	32	34	36	38						
						26.45		26.95		17.69
						26.45		26.95		17.69
						27.45		27.95		18.34
						27.45		27.95		18.34
						27.45		27.95		18.34
						27.45		27.95		18.34

LE NO. 314 – Black – Lace Rusching Under Cup

30	32	34	36	38						
						28.45		28.95		18.99
						28.45		28.95		18.99
						29.45		29.95		19.64
						29.45		29.95		19.64
						29.45		29.95		19.64
						29.45		29.95		19.64

LE NO. 362 – BLACK LACE

30	32	34	36	38	40	42						
								14.45		14.95		9.89
								15.45		15.95		10.54
								15.45		15.95		10.54
								16.45		16.95		11.19
								16.45		16.95		11.19
								18.45		18.95		12.49
								18.45		18.95		12.49
								19.45		19.95		13.14
								21.45		21.95		14.44

TOTALS SECTION TWO		TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	

DD											14.45
E											16.45
EE											16.45
F											17.45
G											19.45
H											20.45
I											21.45
J											22.45
K											23.45
L											24.45
M											25.45

262 48C – 56E add $3.00 to cost; 262 48EE – 64H add $5.00

TOTALS SECTION ONE		TOTAL P.V.
TOTALS SECTION TWO		TOTAL P.V.
TOTALS SECTION THREE		TOTAL P.V.
TOTALS SECTION FOUR		TOTAL P.V. 9
TOTALS 1	1	TOTAL P.V. 9

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

–	Calif. (Res.) Based on 5% Sales
	LESS TH ADD $1.00 H
	SAM TOT
5	
	BONUS TOT
	SU TOT
	SPECIAL DE
	Adjustments
	AMOUNT

PAID RECEIVED CHECK NO. 12 15 5 REFUNDED

	14.95		9.89	
	16.95		11.19	
	16.95		11.19	
	17.95		11.84	
	19.95		13.14	
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	
	23.95		15.74	
	24.95		16.39	
	25.95		17.04	

to cost (no additional P. V.).

	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	6.64
	TOTAL RETAIL		TOTAL WHSLE	6.64

Add 5% Sales Tax Retail Value If Applicable	
AN S ITEMS ANDLING CHARGE	
PLE KIT AL COST	
TOTAL COST	50.10
VERCHANDISE AL COST	
PPLIES TAL COST	
LIVERY ADD $1.25	
Debit Memos ☐ Credit Memos ☐	
ENCLOSED	51.74

Syracuse-Ette

P. O. BOX 5730 SAN JOSE, CALIFORNIA 95150

WHOLESALE ORDER FORM

"HOT PANTS" GIRDLES

711 - BOSOM BEAUTY CONVERTIBLE BRAS

DATE 10-27-72 ORDER NO. 3

NAME [illegible] 210-22-8961

ADDRESS 115 S. [illegible] I. D. # (Social Security Number)

CITY [illegible] CHECKED BY [illegible]

STATE [illegible] COUNTY [illegible] ZIP [illegible]

CALIF. RES. ONLY

DATE [illegible]

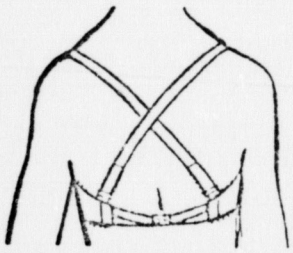
MY SPONSOR IS: [illegible]

Begin each month with Order #1 and $0 Previous P.V.

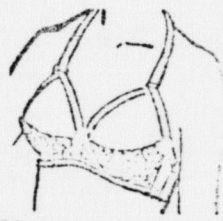
My Previous P.V. 95.15

P.V. This Order 50.10

P.V. To Date 145.25

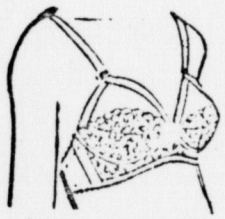


CRISS-CROSS ADJUSTMENT

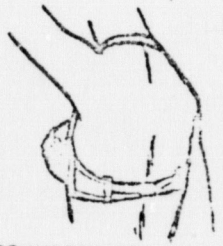


CONVERTIBLE HALT... FRONT VIEW

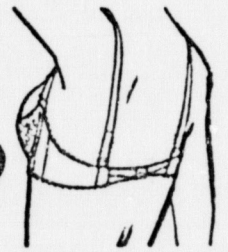
STYLE	QTY.	P.V. EACH	P.V. TOTAL	SUGG. RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
STYLE NO 711 White "Bosom Beauty"							
CUP 30 32 34 36 38 40							
A		17.45		17.95		11.84	
B		17.45		17.95		11.84	
C		18.45		18.95		12.49	
D		19.45		19.95		13.14	
E		20.45		20.95		13.79	
F		21.45		21.95		14.44	
"HOT PANTS" Brief Girdle - Nude							
102-N Small	1	13.45	13.45	13.95		9.24	9.24
103-N Medium	2	14.45	28.90	14.95		9.89	19.78
104-N Large	2	15.45	30.90	15.95		10.54	21.08
105-N X Large		16.45		16.95		11.19	
"HOT PANTS" Brief Girdle - White	(5)						
102-W Small		13.45		13.95		9.24	
103-W Medium		14.45		14.95		9.89	
104-W Large		15.45		15.95		10.54	
105-W X Large		16.45		16.95		11.19	



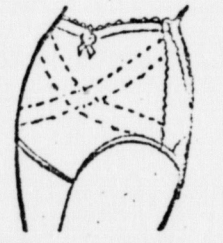
REGULAR STRAP FRONT VIEW



CONVERTIBLE HALT... BACK VIEW



REGULAR STRAP BACK VIEW



"HOT PANTS" BRIEF FRONT VIEW

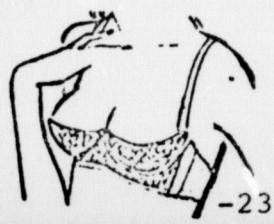
A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

TOTAL COST	50.10
Calif. (Res.) Add 5% Sales Tax Based on Retail Value 5½% Where Applicable	
LESS THAN 5 ITEMS ADD $1.00 HANDLING CHARGE	
SPECIAL DELIVERY ADD $1.25	
Adjustments Debit Memos ☐ Credit Memos ☐	
AMOUNT ENCLOSED 13.25	50.10

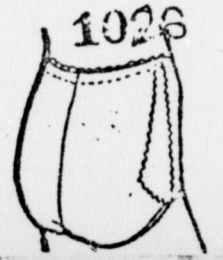
FOR OFFICE USE ONLY

RECEIVED OCT 31 1972 DATE RCVD CHECK NO. AMT. RCVD

DO NOT TRANSFER PURCHASE VOLUME



-237



RX - 73

FEDERAL TRADE COMMISSION
Docket No. 8872 COMPLAINT RESPONDENT Exhibit No. 73
In the Matter of: Dor-Le-Mar
Date 6/18/73 Witness Reporter ZR

NORMA LEE COX (Bridal Shop)
24 EAST MAIN STREET
WASHINGTON, INDIANA
47501

1027

COMPLETED BY Sponsora Ette 9/27/72 DATE

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

WHOLESALE ORDER FORM

DATE 9-25-72

NAME Norma's Bridal Shop

S.S. # (Social Security Number) 308-20-9498

-239a-

ADDRESS 24 East Main St.

CITY, STATE Washington Ind. COUNTY ZIP 47501

MY SPONSOR IS: Mrs. James Land

STYLE NO. 212 – White – All Nylon Lace

30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
							18.45		18.95		12.49	
							19.45		19.95		13.14	
							19.45		19.95		13.14	
							19.45		19.95		13.14	
							20.45		20.95		13.79	
							20.45		20.95		13.79	
							21.45		21.95		14.44	
							22.45		22.95		15.09	

STYLE NO. 312 – Black – All Nylon Lace

30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
							20.45		20.95		13.79	
							21.45		21.95		14.44	
							21.45		21.95		14.44	
							21.45		21.95		14.44	
							22.45		22.95		15.09	
							22.45		22.95		15.09	
							23.45		23.95		15.74	
							24.45		24.95		16.39	

STYLE NO. 412 – Nude – All Nylon Lace

30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
							18.45		18.95		12.49	
							19.45		19.95		13.14	
							19.45		19.95		13.14	
							[illegible]		[illegible]		13.14	

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTAL
B											9.45	
C											10.45	
CC											10.45	
D											11.45	
DD											11.45	
E											13.45	
EE											13.45	
F											15.45	
G											16.45	16.4
H											17.45	
I											18.45	
J											19.45	
K											20.45	
L											21.45	
M											22.45	

162 48C – 56E add $3.00 to cost: 162 48EE – 64H add $5.00

STYLE NO. 262 - White Lace

CUP	30	32	34	36	38	40	42	44	46		
A										12.45	
B										12.45	
C										12.45	

1027

ORDER NO. ___

Begin each month with Order #1 and $0 Previous P.V.

My Previous P.V. ✓

P.V. This Order 71.80 ~~50.16~~

P.V. To Date 101.14

	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	9.95		6.64	
	10.95		7.25	
	10.95		7.29	
	11.95		7.94	
	11.95		7.94	
	13.95		9.24	
	13.95		9.24	
	15.95		10.54	
5	16.95	16.95	11.19	11.19
	17.95		11.84	
	18.95		12.49	
	19.95		13.14	
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	

to cost. (no additional P. V.)

	12.95		8.59	
	12.95		8.59	
	13.95		9.24	

	22.45	22.95	15.09

YLE NO. 512 – Nude–All Nylon Marquisette

30 32 34 36 38 40			
	18.45	18.95	12.49
	19.45	19.95	13.14
	19.45	19.95	13.14
	19.45	19.95	13.14
	20.45	20.95	13.79
	20.45	20.95	13.79
	21.45	21.95	14.44
	22.45	22.95	15.09

TYLE NO. 214 – White – Lace Rusching Under C

30 32 34 36 38			
	26.45	26.95	17.69
	26.45	26.95	17.69
	27.45	27.95	18.34
	27.45	27.95	18.34
	27.45	27.95	18.34
	27.45	27.95	18.34

-240-

STYLE NO. 314 – Black – Lace Rusching Under Cup

P 30 32 34 36 38			
	28.45	28.95	18.99
	28.45	28.95	18.99
	29.45	29.95	19.64
	29.45	29.95	19.64
	29.45	29.95	19.64
	29.45	29.95	19.64

STYLE NO. 362 – BLACK LACE

P 30 32 34 36 38 40 42			
	14.45	14.95	9.89
	15.45	15.95	10.54
C	15.45	15.95	10.54
	16.45	16.95	11.19
D	16.45	16.95	11.19
	18.45	18.95	12.49
E	18.45	18.95	12.49
F	19.45	19.95	13.14
EE	21.45	21.95	14.44

TOTALS SECTION TWO	TOTAL P.V.	TOTAL RETAIL	TOTAL WHSLE

Printed in U.S.A.

REV. 4/1/72

E	16.45
EE	16.45
F	17.45
G	19.45
H	20.45
I	21.45
J	22.45
K	23.45
L	24.45
M	25.45

262 48C – 56E add $3.00 to cost; 262 48EE – 64H add $

TOTALS SECTION ONE		TOTAL P.V.
TOTALS SECTION TWO		TOTAL P.V.
TOTALS SECTION THREE		TOTAL P.V.
TOTALS SECTION FOUR		TOTAL P.V.
TOTALS		TOTAL P.V.

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

RECEIVED
SEP 27 1972
CHECK NO.

Calif. (R
Base

LES
ADD $1.

SWIM

BO

SPECIA

Adjustme

AMOU

	16.95		11.19	
45	16.95	16.95	11.19	11.19
	17.95		11.84	
.90	19.95	39.90	13.14	26.28
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	
	23.95		15.74	
	24.95		16.39	
	25.95		17.04	

5.00 to cost (no additional P.V.).

1.80	TOTAL RETAIL	73.80	TOTAL WHSLE	48.66
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	
1.80	TOTAL RETAIL	73.80	TOTAL WHSLE	48.66

es.) Add 5% Sales Tax d on Retail Value Where Applicable	
S THAN 5 ITEMS 00 HANDLING CHARGE	
SAMPLE KIT TOTAL COST	
WEAR TOTAL COST	
NUS MERCHANDISE TOTAL COST	
SUPPLIES TOTAL COST	1.50
L DELIVERY ADD $1.25	
nts Debit Memos ☐ Credit Memos ☐	
UNT ENCLOSED	50.16

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 74

In the Matter of Dee-Re-Mar

Date 6/18/73 Witness _____ Reporter VB

CYNTHIA'S BOUTIQUE
1707 CHEROKEE ROAD
FLORENCE, S. CAROLINA
29501

8

RX - 74

10290

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

WHOLESALE ORDER FORM

DATE Oct 25 OR

(Cynthia's Boutique)

NAME Cynthia S. Harrell

I.D. # (Social Security Number) 250-16-4288

ADDRESS 1707 Cherokee Road

CITY, STATE Florence S.C. COUNTY ZIP 29501

MY SPONSOR IS: Ida F. Weatherly

STYLE NO 212 – White – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		12.47	
B								19.45		19.95		13.14	
C								19.45		19.95		13.14	
D							1	19.45	1945	19.95		13.14	1314
E								20.45		20.95		13.79	
EE								20.45		20.95		13.79	
F								21.45		21.95		14.44	
G								22.45		22.95		15.03	

STYLE NO. 312 – Black – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								20.45		20.95		13.79	
B								21.45		21.95		14.44	
C								21.45		21.95		14.44	
D								21.45		21.95		14.44	
E								22.45		22.95		15.03	
EE								22.45		22.95		15.03	
F								23.45		23.95		15.74	
G								24.45		24.95		16.39	

STYLE NO. 412 – Nude – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		12.47	
B								19.45		19.95		13.14	
C								19.45	1945	19.95		13.14	1314
D								19.45		19.95		13.14	
E													

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTAL
B											9.45	
C											10.45	
CC											10.45	
D											11.45	
DD											11.45	
E											12.45	
EE											12.45	
F											13.45	
G											14.45	
H											15.45	
I											16.45	
J											17.45	
K											18.45	
L											19.45	
M											20.45	

162 40C – Sold add $3.00 to cost; 162 40EE – Sold add $3.00 to

STYLE NO. 262 - White Lace

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTAL
A											12.45	
B											12.45	
C										3	11.45	1035

-242a-

1024.b

ORDER NO. 3

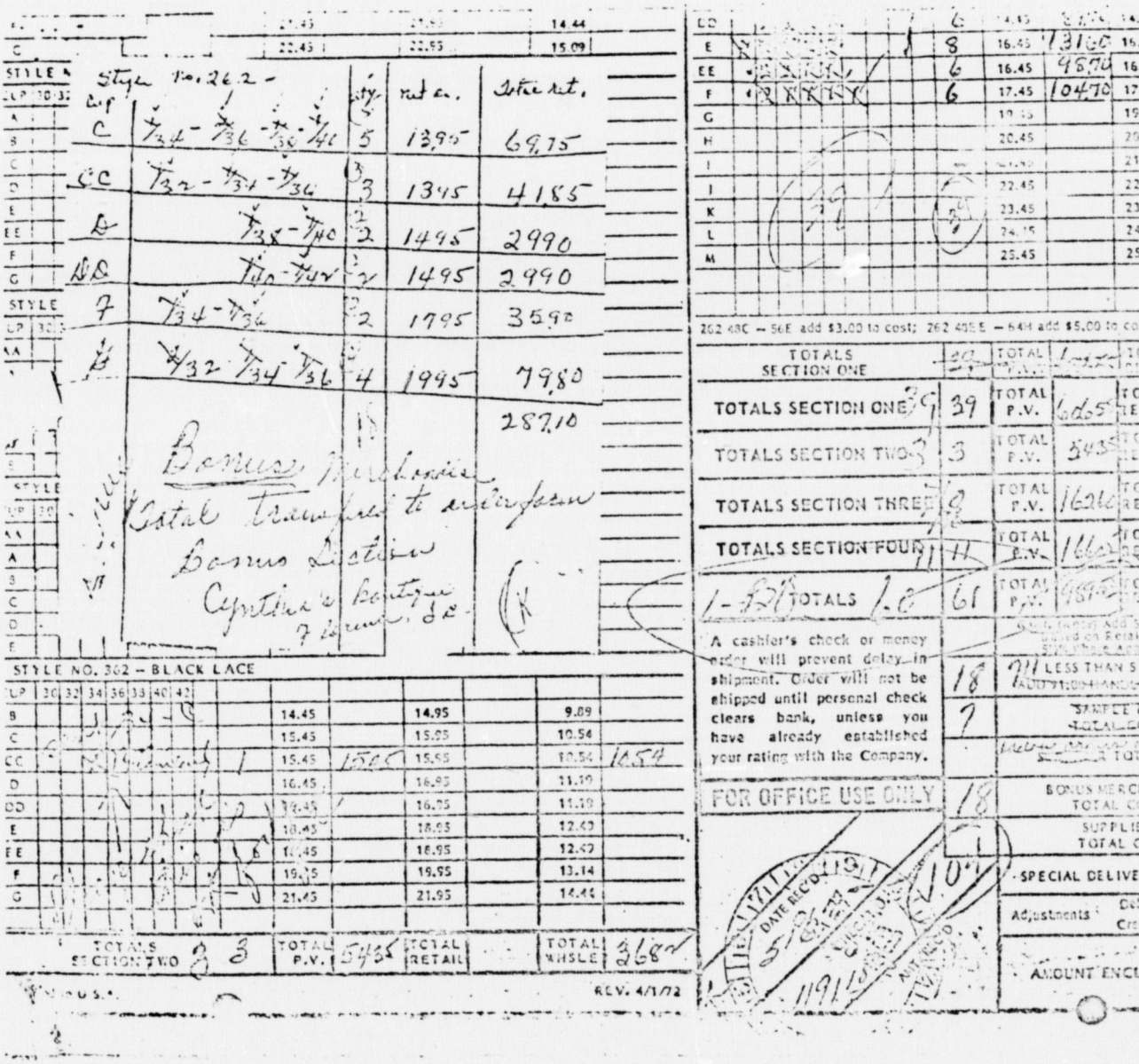
* Begin each month with Order #1 and $0 Previous P.V.

Total Orders 17 P.V. My Previous P.V. 51741

P.V. This Order 98955

P.V. To Date 150665

SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
9.95		5.64	
10.95		7.29	
10.95		7.29	
11.95		7.94	
11.95		7.94	
13.95		9.24	
13.95		9.24	
15.95		10.54	
16.95		11.19	
17.95		11.84	
18.95		12.49	
19.95		13.14	
20.95		13.79	
21.95		14.44	
22.95		15.09	
Cost (No additional P.V.)			
2.95		0.01	
3.00		1.59	
3.95			



STYLE			qty.	unit cr.	Interest.
	Style No. 262 -				
C		34 - 36 - 38 - 40	5	13.95	69.75
CC		32 - 34 - 36	3	13.45	41.85
D		38 - 40	2	14.95	29.90
DD		38 - 40	2	14.95	29.90
STYLE 7		34 - 36	2	17.95	35.90
B		32 - 34 - 36	4	19.95	79.80
					287.10

Bonus Merchandise
Total transferred to enclosure
Bonus Section
Cynthia's boutique 82

STYLE NO. 302 – BLACK LACE

SIZE	30	32	34	36	38	40	42					
B								14.45		14.95	9.09	
C								15.45		15.95	10.56	
CC								15.45	1545	15.95	10.56	1056
D								16.45		16.95	11.10	
DD								16.45		16.95	11.10	
E								18.45		18.95	12.63	
EE								18.45		18.95	12.63	
F								19.95		19.95	13.14	
G								21.45		21.95	14.66	
TOTALS SECTION TWO								8 3	TOTAL P.V.	5345	TOTAL RETAIL	TOTAL WHSLE 2684

REV. 4/1/72

SIZE												
LD								6				
E								8	16.45	13160		
EE								6	16.45	9870		
F								6	17.45	10470		
G									19.45			
H									20.45			
I									21.45			
J									22.45			
K									23.45			
L									24.45			
M									25.45			

262 48C – 56E add $3.00 to cost; 262 40SE – 64H add $5.00 to cost

TOTALS SECTION ONE	30	TOTAL P.V.	1
TOTALS SECTION ONE	39	TOTAL P.V.	6605
TOTALS SECTION TWO	3	TOTAL P.V.	543
TOTALS SECTION THREE	8	TOTAL P.V.	1624
TOTALS SECTION FOUR	11	TOTAL P.V.	1660
1 - $20 TOTALS	61	TOTAL P.V.	9832
			ADD THESE ADDITIONAL ITEMS TO ORDER FOR FREE SHIPPING AND HANDLING
	18		LESS THAN 5 AUTOMATIC HANDLING
	7		SAMPLES TOTAL COST
			MERCHANDISE TOTAL
FOR OFFICE USE ONLY	18		BONUS MERCH TOTAL CO
	1		SUPPLIE TOTAL C
			SPECIAL DELIVE
			Adjustments Deb Cre
			AMOUNT ENCL

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

DATE RECEIVED 5-8-72 CHECKED 10-1 1191

.95		9.69	5434
.95		11.19	8154
.95		11.19	6714
.95		11.84	7104
.95		13.14	
.95		13.79	
.95		14.44	
.95		15.09	
.95		15.74	
.95		16.39	
.95		17.04	

st (no additional P.V.).

TAL TAIL		TOTAL WHSLE	2[illegible]
TAL TAIL		TOTAL WHSLE	4419
TAL TAIL		TOTAL WHSLE	368
TAL TAIL		TOTAL WHSLE	1094
TAL TAIL		TOTAL WHSLE	123.11
TAL TAIL		TOTAL WHSLE	681.31

Sales Tax Value Charge	
ITEMS NCE	140.52
CIT	13890
AL COST	
ANDISE OST	141.90
S OST	65.55
BY ADD $1.25	
Items ☐ Items ☐	
OSED	1,191.8

Docket No. 8872 Exhibit No. 75

In the Matter of Dee-Ro-Mar

Date 6/8/73 Witness _____ Reporter CB

10310

VIVIAN BROWNLEE
ODDS & IN'S BOUTIQUE
5135 NORMANDY BLVD.
JACKSONVILLE, FLORIDA
[illegible]

RA - 75

JOSE, CALIFORNIA 95150

E ORDER FORM

DATE 10/29/72

443-26-1576

...C. # (Social Security Number)

5135 Normandy Blvd.

CITY, STATE Jacksonville Fla. COUNTY _____ ZIP 32205

MY SPONSOR IS: Chris White

STYLE NO 212 – White – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	RETAIL EACH	RETAIL TOTAL
A								18.45		18.95		12.99	
B								19.45		19.95		13.74	
C								19.45		19.95		13.74	
D								19.45		19.95		13.74	
E								20.45		20.95		14.49	
F								20.45		20.95		14.49	
G								21.45		21.95		15.24	
H								22.45		22.95		15.99	

STYLE NO. 312 – Black – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	RETAIL EACH	RETAIL TOTAL
B								20.45		20.95		13.79	
C								21.45		21.95		14.44	
D								21.45		21.95		14.44	
E								21.45		21.95		14.44	
F								22.45		22.95		15.09	
G								22.45		22.95		15.09	
H								23.45		23.95		15.74	
I								24.45		24.95		16.39	

LE NO. 412 – Nude – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	RETAIL EACH	RETAIL TOTAL
A								18.45		18.95		12.49	
B								19.45		19.95		13.14	
C								19.45		19.95		13.14	

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTAL
B											9.45	
C											10.45	
CC											10.45	
D											11.45	
DD											11.45	
E											13.45	13.45
EE											13.45	
F											15.45	
G											16.45	
H											17.45	
I											18.45	
J											19.45	
K											20.45	
L											21.45	21.45
M											22.45	

162 38C – 56E add $3.00 to cost; 162 40E – 64H add $5.00 to

STYLE NO. 282 - White Lace

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTAL
A											13.45	

1031 Jr

ORDER NO. 5

Begin each month with Order #1 and $0 Previous P.V.

My Previous P.V. 828.95

P.V. This Order 204.85 226.30

P.V. To Date 1055.25

SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
9.95		6.64	
10.95		7.79	
10.95		7.29	
11.95		7.94	
11.95		7.94	
13.95	13.95	9.24	9.24
13.95		9.24	
15.95		13.54	
16.95		13.09	
17.95		11.64	
18.95		12.49	
19.95		13.14	
20.95		13.79	
21.95	21.95	14.44	14.44
22.95		15.09	
cost. (no additional P.V.)			

STYLE NO. 512 – Nude–All Nylon Marquisette

CUP	30	32	34	36	38	40			
A							18.45	18.95	12.49
B							19.45	19.95	13.14
C							19.45	19.95	13.14
D							19.45	19.95	13.14
E							20.45	20.95	13.79
EE							20.45	20.95	13.79
F							21.45	21.95	14.44
G							22.45	22.95	15.09

STYLE NO. 214 – White – Lace Rusching Under Cup

CUP	30	32	34	36	38			
A						26.45	26.95	17.69
A						26.45	26.95	17.69
B						27.45	27.95	18.34
C						27.45	27.95	18.34
D						27.45	27.95	18.34
						27.45	27.95	18.34

STYLE NO. 314 – Black – Lace Rusching Under Cup

CUP	30	32	34	36	38			
A						28.45	28.95	18.99
						28.45	28.95	18.99
						29.45	29.95	19.64
						29.45	29.95	19.64
						29.45	29.95	19.64
						29.45	29.95	19.64

STYLE NO. 362 – BLACK LACE

CUP	30	32	34	36	38	40	42			
								14.45	14.95	9.89
								15.45	15.95	10.54
								15.45	15.95	10.54
								16.45	16.95	11.19
								16.45	16.95	11.19
								18.45	18.95	12.49
								18.45	18.95	12.49
								19.45	19.95	13.14
								21.45	21.95	14.44

TOTALS SECTION TWO	TOTAL P.V.	TOTAL RETAIL	TOTAL WHSLE

...in U.S.A. REV. 4/1/72

CUP	30	32	34	36	38	40	42
DD							
E							
EE							
F							
G							
H							
I							
J							
K							
L							
M							

262 48C – 56E add $3.00 to cost; 262 48EE –

TOTALS SECTION ONE	13
TOTALS SECTION TWO	
TOTALS SECTION THREE	
TOTALS SECTION FOUR	
TOTALS	13

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

RECEIVED NOV 1972 CHECK NO. 1972 MDSE. RECD

14.45	5274	14.95	5951	9.89	3956
16.45		16.95		11.19	
16.45		16.95		11.19	
17.45	5235	17.95	5385	11.84	3552
19.45	1945	19.95	1995	13.14	1314
20.45		20.95		13.79	
21.45		21.95		14.44	
22.45		22.95		15.09	42
23.45		23.95		15.74	53
24.45		24.95		16.39	32
25.45		25.95		17.04	34

64H add $5.00 to cost (no additional P.V.).

OTAL P.V.	13454	TOTAL RETAIL	21459	TOTAL WHSLE	13962
OTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
OTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
OTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
OTAL P.V		TOTAL RETAIL		TOTAL WHSLE	

Calif. (Res.) Add 5% Sales Tax Based on Retail Value Over Where Applicable	
LESS THAN 5 ITEMS ADD $1.00 HANDLING CHARGE	
SAMPLE KIT TOTAL COST	
SWIMWEAR TOTAL COST	1446
BONUS MERCHANDISE TOTAL COST	2693
SUPPLIES TOTAL COST	
SPECIAL DELIVERY ADD $1.25	
Adjustments Debit Memos ☐ Credit Memos ☐	
AMOUNT ENCLOSED	$180.99

COMPLETED 11/10/72

Signature Elite

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

WHOLESALE ORDER FORM

DA

NAME NOREDA J. CLAYTON

~~NORTHWEST SHOPPING CENTER (MALL)~~

ADDRESS CLIO & PIERSON ROADS

FLINT, MICHIGAN, 48504

PHONE 787-9061

I.D. # (Social Security

CITY, STATE _____ COUNTY _____ Zi

MY SPONSOR IS:

STYLE NO 212 – White – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		12.45	
B								19.45		19.95		13.14	
C								19.45		19.95		13.14	
D								19.45		19.95		13	
E								20.45		20.95		[illegible]	
EE								20.45		20.95		[illegible]	
F								21.45		21.95		[illegible]	
G								22.45		22.95		[illegible]	

STYLE NO. 312 – Black – All Nylon Lace

CUP	30	32	34	36	38	40

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	42	44
B								
C								
CC								
D								
DD								
E								
EE								
F								
G								
H								
I								
J								
K								
L								
M								

162 43C – 56E add $3.00 to cost

STYLE NO. 252 - White Lace

CUP	30	32	34	36	38	40	42	44
A								
B								
C								
CC								

FEDERAL TRADE COMMISSION

Docket No. 8852 RESPONDENT Exhibit No. 76

In the Matter of Dor-Re-Mar

Date 6/18/73 Witness _____ Reporter CR

1033a

N. CLAYTON-MERLE NORMAN STUDIO
NORTH WEST SHOPPING CENTER
4925 CLIO ROAD
FLINT, MICHIGAN
48504

RX - 76 -

-246a-

TE Nov 8 ORDER NO. 3

Begin each month with Order and $0 Previous P.V.

My Previous P.V.

Number)

P.V. This Order 134

P.V. To Date

46	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TO C
		9.45		9.95		6.64	
		10.45		10.95		7.35	
		10.45		10.95		7.35	
		11.45		11.95		7.94	
		11.45		11.95		7.94	
		13.45		13.95		9.24	
		13.45		13.95		9.24	
		15.45		15.95		11.74	
		16.45		16.95		11.79	
	1	17.45	17.45	17.95		11.84	11.8
		18.45		18.95		12.49	
		19.45		19.95		13.19	
		20.45		20.95		13.79	
		21.45		21.95		14.44	
		22.45		22.95		15.09	

162 48E E – 64H add $5.00 to cost. (No additional P. V.)

46							
		12.45		12.95		8.59	
		12.45		12.95		8.59	
		13.45		13.95		9.24	
		13.45		13.95		9.24	

A	18.45	18.95	12.79
B	19.45	19.95	13.14
C	19.45	19.95	13.14
D	19.45	19.95	13.14
E	20.45	20.95	13.79
EE	20.45	20.95	13.79
F	21.45	21.95	14.44
G	22.45	22.95	15.09

STYLE NO. 214 – White – Lace Rusching Under Cup

CUP	30	32	34	36	38			
AA						26.45	26.95	17.69
A						26.45	26.95	17.69
B						27.45	27.95	18.34
C						27.45	27.95	18.34
D						27.45	27.95	18.34
E						27.45	27.95	18.34

STYLE NO. 314 – Black – Lace Rusching Under Cup

CUP	30	32	34	36	38			
AA						28.45	28.95	18.99
A						28.45	28.95	18.99
B						29.45	29.95	19.64
C						29.45	29.95	19.64
D						29.45	29.95	19.64
E						29.45	29.95	19.64

STYLE NO. 362 – BLACK LACE

CUP	30	32	34	36	38	40	42			
B								14.45	14.95	9.89
C								15.45	15.95	10.54
CC								15.45	15.95	10.54
D								16.45	16.95	11.19
DD								16.45	16.95	11.19
E								18.45	18.95	12.49
EE								18.45	18.95	12.49
F								19.45	19.95	13.14
G								21.45	21.95	14.44

TOTALS SECTION TWO		TOTAL P.V.		TOTAL RETAIL	TOTAL WHSLE

Printed in U.S.A. REV. 4/1/72

EE
F
G
H
I
J
K
L
M

262 48C – 56E add $3.00 to cost; 262 48E

TOTALS SECTION ONE	
TOTALS SECTION TWO	
TOTALS SECTION THREE	
TOTALS SECTION FOUR	
TOTALS	

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

DATE REC'D 1/5/73 CHECK NO. 1940 AMT. REC'D

-247a-

17.45	17.45	17.95		11.54	11.5
18.45	18.45	18.95		13.14	13.1
20.45		20.95		13.79	
21.45	21.45	21.95		14.44	14.4
22.45		22.95		15.09	
23.45		23.95		15.74	
24.45		24.95		16.39	
25.45		25.95		17.04	

– 64H add $5.00 to cost (no additional P.V.).

TOTAL P.V.	114.2	TOTAL RETAIL		TOTAL WHSLE	77.
TOTAL P.V.	194.5	TOTAL RETAIL		TOTAL WHSLE	131
TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
TOTAL P.V.	134	TOTAL RETAIL		TOTAL WHSLE	90.
Canada (Res.) Add 5% Sales Tax Based on Retail Value Sales Taxes Applicable					
LESS THAN 5 ITEMS ADD $1.00 HANDLING CHARGE					
SAMPLE KIT TOTAL COST					
SWIMWEAR TOTAL COST					
BONUS MERCHANDISE TOTAL COST					
SUPPLIES TOTAL COST					1.35
SPECIAL DELIVERY ADD $1.25					
Adjustments	Debit Memos ☑ Credit Memos ☐				24.0
AMOUNT ENCLOSED					315.05

FEDERAL TRADE COMMISSION
Respondent
Docket No. 8872 Exhibit No. 77
In the Matter of Bar-Ro-Mac
Date 6/18/73 Witness Reporter CSR

1033-3

MARY KATE BOUTIQUE
E. HWY 436 REGENCY SQUARE
CASSELBERRY, FLORIDA
32707

OTTS VALLEY, CALIFORNIA 95066

SALE ORDER FORM

Figure 410-12-62

I.D. # (Social Security Number)

CITY, STATE Casselberry, Fla. COUNTY Seminole ZIP 32

Special Beauty

MY SPONSOR IS:

STYLE NO. 2[illegible] – All Nylon Lace

CUP	30	32	34	36			QTY	P.V. EACH	P.V. TOTAL	SUGG. RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		12.49	
B								19.45		19.95		13.14	
C								19.45		19.95		13.14	
D								19.45		19.95		13.14	
E								20.45		20.95		13.79	
EE								20.45		20.95		13.79	
F								21.45		21.95		14.44	
G								22.45		22.95		15.09	

STYLE NO. 312 – Black – All Nylon Lace

CUP	30	32	34	36	38	40							
A								20.45		20.95		13.79	
B								21.45		21.95		14.44	
C								21.45		21.95		14.44	
D								21.45		21.95		14.44	
E								22.45		22.95		15.09	
EE								22.45		22.95		15.09	
F								23.45		23.95		15.74	
G								24.45		24.95		16.39	

STYLE NO. 412 – Nude – All Nylon Lace

[illegible]													
								18.45		18.95		12.49	
								19.45		19.95		13.14	
								[illegible]		19.95		13.14	
								[illegible]		[illegible]		13.14	

STYLE NO. 16[illegible] on

CUP	30	32	34	[illegible]	42	44	46	QTY
B								
C								
CC								
D								
DD								
E								
EE								
F								
G								
H								
I								
J								
K								
L								
M								
N								
O								

STYLE NO. 262 - White Lace

CUP	30	32	34	36	38	40	42	44	46
A									
B									
C									

-248a-

DATE 11/3/72

ORDER NO. #1 one

1035

24

207

Begin each month with Order #1 and $0 Previous P.V.

My Previous P.V. 0

P.V. This Order $97.15

P.V. To Date $97.15

P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
9.45		9.95		6.64	
10.45		10.95		7.29	
10.45		10.95		7.29	
11.45		11.95		7.94	
11.45	11.45	11.95		7.94	7.94
13.45		13.95		9.24	
13.45		13.95		9.24	
15.45		15.95		10.54	
16.45		16.95		11.19	
17.45		17.95		11.84	
18.45		18.95		12.49	
19.45		19.95		13.14	
20.45		20.95		13.79	
21.45		21.95		14.44	
22.45		22.95		15.09	
23.45		23.95		15.74	
24.45		24.95		16.39	
12.45		12.95		8.59	
12.45		12.95		8.29	
13.45		13.95		9.24	

		21.45		21.95		14.44
G		22.45		22.95		15.09

STYLE NO. 512 – Nude–All Nylon Marquisette

CUP	30	32	34	36	38	40						
A								18.45		18.95		12.49
B								19.45		19.95		13.14
C								19.45		19.95		13.14
D								19.45		19.95		13.14
E								20.45		20.95		13.79
EE								20.45		20.95		13.79
F								21.45		21.95		14.44
G								22.45		22.95		15.09

STYLE NO. 214 – White – Lace Rusching Under Cup

CUP	30	32	34	36	38						
A							26.45		26.95		17.69
A							26.45		26.95		17.69
B							27.45		27.95		18.34
C							27.45		27.95		18.34
D							27.45		27.95		18.34
							27.45		27.95		18.34

STYLE NO. 314 – Black – Lace Rusching Under Cup

UP	30	32	34	36	38					
A							28.45		28.95		18.99
							28.45		28.95		18.99
							29.45		29.95		19.64
							29.45		29.95		19.64
							29.45		29.95		19.64
							29.45		29.95		19.64

STYLE NO. 362 – BLACK LACE

P	30	32	34	36	38	40	42					
								14.45		14.95		9.89
								15.45		15.95		10.54
								15.45		15.95		10.54
								16.45		16.95		11.19
								16.45		16.95		11.19
								18.45		18.95		12.49
								18.45		18.95		12.49
								19.45		19.95		13.14
								21.45		21.95		14.44

TOTALS SECTION TWO	TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	

10-20-72

DD	2
E	
EE	
F	
G	
H	
I	–
J	
K	
L	
M	
N	
O	

162, 262 or 362 - 48C - 56E add $3.00 to c

162, 262 or 362 - 48J - 56O add $7.00 to c

To calculate P.V. add $1.00 for each cup

TOTALS SECTION ONE	3
TOTALS SECTION TWO	
TOTALS SECTION THREE	
TOTALS SECTION FOUR	4
TOTALS	7

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

CHECK NO. 6

14.45		14.95		9.89	
14.45	26.70	14.95		9.89	19.78
16.45		16.95		11.19	
16.45		16.95		11.19	
17.45		17.95		11.84	
19.45		19.95		13.14	
20.45		20.95		13.79	1.38
21.45		21.95		14.44	1
22.45		22.95		15.09	
23.45		23.95		15.74	
24.45		24.95		16.39	
25.45		25.95		17.04	
26.45		26.95		17.69	
27.45		27.95		18.34	

cost; 48EE - 56H add $5.00 to cost

ost; any size over 56 (any cup) add $10.00 to cost

size not listed on order blank.

TOTAL P.V.	40.35	TOTAL RETAIL		TOTAL WHSLE	27.25
TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
TOTAL P.V.	9.60	TOTAL RETAIL		TOTAL WHSLE	38.91
TOTAL P.V.	97.15	TOTAL RETAIL		TOTAL WHSLE	66.63

Calif. (Res.) Add 5% Sales Tax Based on Retail Value 5% Where Applicable	
LESS THAN 5 ITEMS ADD $1.00 HANDLING CHARGE	
SAMPLE KIT TOTAL COST	
LINGERIE TOTAL COST	
SWIMWEAR TOTAL COST	
BONUS MERCHANDISE TOTAL COST	
SUPPLIES TOTAL COST	
SPECIAL DELIVERY ADD $1.25	$1.25
djustments Debit Memos ☐ Credit Memos ☐	
AMOUNT ENCLOSED	$67.89

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

WHOLESALE ORDER FORM

DATE 11

NAME Smart Shop (Sonia Wilkins & Marti Matson) 32-5-12-0924 47 4 3E 6 411

I.D. # (Social Security Number

ADDRESS 201 E. First St

CITY, STATE Flint Mich COUNTY ZIP 48

MY SPONSOR IS: Wanda Clayton

STYLE NO 212 – White – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V.	P.V.	SUGG RETAIL	RETAIL TOTAL	COST EACH	TOTAL COST
A												12.49	
B												13.14	
C								19.45				13.14	
D								19.45		19.95			
E								20.45		20.95			
EE								20.45		20.95			
F								21.45		21.95			
G								22.45		22.95			

COMPLETED BY

DATE 11/

STYLE NO. 312 – Black – All Nylon Lace

CUP	30	32	34	36	38	40

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	42	44	46	QTY
DD										
E										
EE										
F										
G										
H										
I										
J										
K										
L										
M										

162 48C – 56E add $3.00 to cost; 162 48

STYLE NO. 262 - White Lace

CUP	30	32	34	36	38	40	42	44	46
A									
B									
C									
CC									

FEDERAL TRADE COMMISSION

Docket No. 8872 Respondent Exhibit No. 78

In the Matter of: Dee-Bee-Mee

Date 6/18/73 Witness Reporter

1037a

SMART SHOP
M. MATSON & S. WILKINS
201 E. FIRST STREET
FLINT, MICHIGAN
[illegible]

RX - 78

-250a-

-7-72 ORDER NO. 2

Begin each month with Order #1 and $0 Previous P.V.

My Previous P.V. 20300

P.V. This Order 9925

P.V. To Date 30225

	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	9.45		9.95		6.64	
	10.45		10.95		7.29	
	10.45		10.95		7.29	
	11.45		11.95		7.94	
	11.45		11.95		7.94	
	13.45		13.95		9.24	
	13.45		13.95		9.24	
	15.45		15.95		10.54	
	16.45		16.95		11.19	
	17.45		17.95		11.84	
	18.45		18.95		12.49	
	19.45		19.95		13.14	
	20.45		20.95		13.79	
	21.45		21.95		14.44	
	22.45		22.95		15.09	

EE – 64H add $5.00 to cost. (no additional P.V.)

	12.45		12.95		8.59	
	12.45		12.95		8.59	
	13.45		13.95		9.24	
	13.45		13.95		9.24	

STYLE NO. 212 – Nude – All Nylon Marquisette

CUP	30	32	34	36	38	40						
A								18.45		18.95		12.49
B								19.45		19.95		13.14
C								19.45		19.95		13.14
D								19.45		19.95		13.14
E								20.45		20.95		13.79
EE								20.45		20.95		13.79
F								21.45		21.95		14.44
G								22.45		22.95		15.09

STYLE NO. 214 – White – Lace Rusching Under Cup

CUP	30	32	34	36	38						
AA							26.45		26.95		17.69
A							26.45		26.95		17.69
B						1	27.45	2745	27.95	16.34	1834
C							27.45		27.95	18.34	
D							27.45		27.95	18.34	
E							27.45		27.95	18.34	

STYLE NO. 314 – Black – Lace Rusching Under Cup

CUP	30	32	34	36	38						
A							28.45		28.95		18.99
A							28.45		28.95		18.99
B							29.45		29.95		19.64
C							29.45		29.95		19.64
D							29.45		29.95		19.64
E							29.45		29.95		19.64

STYLE NO. 362 – BLACK LACE

CUP	30	32	34	36	38	40	42						
								14.45		14.95		9.89	
								15.45		15.95		10.54	
								[illegible]		[illegible]		[illegible]	
								16.45		16.95		11.19	
								16.45		16.95		11.19	
								18.45		18.95		12.49	
								18.45		18.95		12.49	
								19.45		19.95		13.14	
								21.45		21.95		14.44	

TOTALS SECTION TWO	1	1	TOTAL P.V.	1745	TOTAL RETAIL		TOTAL WHSLE	1834

Printed in U.S.A. REV. 4/1/72

EE	
F	
G	1
H	
I	
J	2
K	
L	
M	

103 A 1

262 48C – 56E add $3.00 to cost; 262 48EE

TOTALS SECTION ONE	4
TOTALS SECTION TWO	1
TOTALS SECTION THREE	
TOTALS SECTION FOUR	
TOTALS	5

A carrier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

RECEIVED NOV 27 1972 DATE REC'D 305 CHECK AMT. REC'D

16.45		16.95		11.19	
17.45		17.95	103	11.84	
19.45	1945	19.95		13.14	1314
20.45		20.95		13.79	
21.45		21.95		14.44	
22.45	4495	22.95		15.09	3018
23.45		23.95		15.74	
24.45		24.95		16.39	
25.45		25.95		17.04	
7.45	745				534

– 64H add $5.00 to cost (no additional P.V.).

14

TOTAL P.V.	7180	TOTAL RETAIL		TOTAL WHSLE	4866
TOTAL P.V.	2745	TOTAL RETAIL		TOTAL WHSLE	1834
TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
TOTAL P.V.	19925	TOTAL RETAIL		TOTAL WHSLE	6700

Calif. (Res.) Add 5% Sales Tax Based on Retail Value 5% Where Applicable	
LESS THAN 5 ITEMS ADD $1.00 HANDLING CHARGE	
SAMPLE KIT TOTAL COST	
SWIMWEAR TOTAL COST	12.50
BONUS MERCHANDISE TOTAL COST	7.29
SUPPLIES TOTAL COST	
SPECIAL DELIVERY ADD $1.25	
Adjustments Debit Memos ☐ Credit Memos ☐	
AMOUNT ENCLOSED	79.58 80.29

0 + 69 cents

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

WHOLESALE ORDER FORM

DATE 11/5

NAME SARAH ANN'S UNDERCOVER WORLD

I.D. # (Social Security Number)

ADDRESS 102-D GREENACRE RD.

CITY, STATE G'VILLE S.C. COUNTY ZIP 2960

MY SPONSOR IS: KATTIE SANFORD

STYLE NO 212 – White – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG. RETAIL PRICE EACH
A								18.45		18.95
B								19.45		19.95
C								19.45		19.95
D								19.45		19.95
E								20.45		20.95
EE								20.45		20.95
F								21.45		21.95
G								22.45		22.95

COMPLETED BY [illegible] DATE 9/22

STYLE NO. 312 – Black – All Nylon Lace

CUP	30	32	34	36	38	40

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	44	46	QTY	P.V. EAC
B										9.4
C										10.4
CC										10.4
D										11.4
DD										11.4
E										13.4
EE										13.4
F										15.4
G										16.4
H										17.4
I										18.4
J										19.4
K										20.4
L										21.4
M										22.4

162 48C – 56E add $3.00 to cost; 162 48EE – 64H

STYLE NO. 262 - White Lace

CUP	30	32	34	36	38	40	42	44	46	
A										12.45
B										12.45
C										13.45
CC										13.45
D										14.45

FEDERAL TRADE COMMISSION

Docket No. 8822 RESPONDENT Exhibit No. 72

In the Matter of: Dee-Bee-Mar

Date 6/18/73 Witness _____ Reporter CR

1039a

SARA & ANN'S UNDERCOVER WORLD
102-D GREENACRES ROAD
GREENVILLE, S. CAROLINA
& 29607

-252a-

ORDER NO. 1

Begin each month with Order #1 and $0 Previous P.V.

My Previous P.V. _____

P.V. This Order 100.25

P.V. To Date 100.25

P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	9.95		6.64	
	10.95		7.29	
	10.95		7.29	
	11.95		7.94	
	11.95		7.94	
	13.95		9.24	
	13.95		9.24	
	15.95		10.54	
	16.95		11.19	
	17.95		11.84	
	18.95		12.49	
	19.95		13.14	
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	

(add $5.00 to cost. No additional P.V.)

12.95		8.59	
12.95		8.59	
12.95		9.24	
13.95		9.24	
14.95		9.89	

CUP	30	32	34	36	38	40								
A									19.45		19.95		12.49	
B									19.45		19.95		13.14	
C									19.45		19.95		13.14	
D									19.45		19.95		13.14	
E									20.45		20.95		13.79	
EE									20.45		20.95		13.79	
F									21.45		21.95		14.44	
G									22.45		22.95		15.09	

STYLE NO. 214 – White – Lace Rusching Under Cup

CUP	30	32	34	36	38								
AA								26.45		26.95		17.69	
A								26.45		26.95		17.69	
B								27.45		27.95		18.34	
C						1		27.45	27.45	27.95	27.95	18.34	18.34
D								27.45		27.95		18.34	
E								27.45		27.95		18.34	

STYLE NO. 314 – Black – Lace Rusching Under Cup

CUP	30	32	34	36	38								
AA								28.45		28.95		18.99	
A								28.45		28.95		18.99	
B								29.45		29.95		19.64	
C								29.45		29.95		19.64	
D								29.45		29.95		19.64	
E								29.45		29.95		19.64	

STYLE NO. 362 – BLACK LACE

CUP	30	32	34	36	38	40	42							
B									14.45		14.95		9.89	
C									15.45		15.95		10.54	
CC									15.45		15.95		10.54	
D									16.45		16.95		11.19	
DD									16.45		16.95		11.19	
E									18.45		18.95		12.49	
EE									18.45		18.95		12.49	
F									19.45		19.95		13.14	
G									21.45		21.95		14.44	

TOTALS SECTION TWO	1	TOTAL P.V.	27.45	TOTAL RETAIL	27.95	TOTAL WHSLE	18.34

Printed in U.S.A. REV. 4/1/72

F	
G	
H	
I	
J	
K	
L	
M	

262 48C – 56E add $3.00 to cost; 262 48

TOTALS SECTION ONE	4
TOTALS SECTION TWO	1
TOTALS SECTION THREE	
TOTALS SECTION FOUR	
TOTALS	5

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

DATE RECEIVED CHECK NO. AMOUNT

	16.45		17.95		11.84	
	17.45	17.45	17.95	17.95	11.84	11.84
	19.45	19.45	19.95	19.95	13.14	13.14
	20.45		20.95		13.79	
	21.45		21.95		14.44	
	22.45	4	22.95		15.09	
	23.45		23.95		15.74	
	24.45		24.95		16.39	
	25.45		25.95		17.04	

EE — 64H add $5.00 to cost (no additional P.V.)

	TOTAL P.V.	72.90	TOTAL RETAIL	74.80	TOTAL WHSLE	49.31
	TOTAL P.V.	27.45	TOTAL RETAIL	27.95	TOTAL WHSLE	18.34
	TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
	TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
	TOTAL P.V.	100.35	TOTAL RETAIL	102.75	TOTAL WHSLE	67.65
	Calif. (Res.) Add 5% Sales Tax Based on Retail Value 5% Where Applicable					
	LESS THAN 5 ITEMS ADD $1.00 HANDLING CHARGE					
	SAMPLE KIT TOTAL COST					
	SWIMWEAR TOTAL COST					
	BONUS MERCHANDISE TOTAL COST					13.48
	SUPPLIES TOTAL COST					
	SPECIAL DELIVERY ADD $1.25					
	Adjustments Debit Memos ☐ Credit Memos ☐					
	AMOUNT ENCLOSED					81.13

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

WHOLESALE ORDER FORM

DAT

FLINT, MICHIGAN

NAME Raled McGaffey ...a (Social Security

ADDRESS

CITY, STATE COUNTY ZIP

SPONSOR IS: FLINT, MICHIGAN, 48506 COMPLETED BY

STYLE ...12 – White – All Nylon Lace

CUP	30	3	36	38	40	QTY	P.V. EACH	P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A							18.45		18.95		12.49	
B							19.45		19.95		13.14	
C							19.45		19.95		13.14	
D							19.45		19.95		13.14	
E							20.45		20.95		13.8...	
EE							20.45		20.95		13.8...	
F							21.45		21.95		14.4...	
G							22.45		22.95		15.09	

STYLE NO. 312 – Black – All Nylon Lace

STYL ... 62 - Cotton

CUP	...	34	36	38	40	42	44
B							
C							
CC							
D							
DD							
E							
EE							
F							
G							
H							
I							
J							
K							
L							
M							

162 48C – 56E add $3.00 to cost

STYLE NO. 262 - White Lace

CUP	30	32	34	36	38	40	42	44
A								
B								
C								
CC								

FEDERAL TRADE COMMISSION

Docket No. 8872 RESPONDENT Exhibit No. 80

In the Matter of: Dor-Re-Mar

6/18/73 Witness Reporter VR

10412

RALED McGAFFEY
TRA AND TOP SHOP
2803 RICHFIELD ROAD
FLINT, MICHIGAN
48506

-254a-

E 11272 ORDER NO. 1

Begin each month w th Order
and $0 Previous P.V.

My Previous P.V

Number)

P.V. This Order 88.

P.V. To Date 88.

46	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TO CO
		9.45		9.95		6.64	
		10.45		10.95		7.29	
		10.45		10.95		7.29	
		11.45		11.95		7.94	
		11.45		11.95		7.94	
		13.45		13.95		9.24	
		13.45		13.95		9.24	
		15.45		15.95		10.54	
	1	16.45	16.45	16.95		11.19	11
		17.45		17.95		11.84	
		18.45		18.95		12.49	
	3	19.45	58.35	19.95		13.14	39
		20.45		20.95		13.79	
		21.45		21.95		14.44	
		22.45		22.95		15.09	

; 162 48E E – 64H add $5.00 to cost. (no additional P.V.)

46							
		12.45		12.95		8.59	
		12.45		12.95		8.59	
		13.45		13.95		9.24	
	1	13.45	13.45	13.95		9.24	9

STYLE NO. 512 — Nude—All Nylon Marquisette

P	30	32	34	35	38	40					
								18.45		18.95	12.49
								19.45		19.95	13.14
								19.45		19.95	13.14
								19.45		19.95	13.14
								20.45		20.95	13.79
								20.45		20.95	13.79
								21.45		21.95	14.44
								22.45		22.95	15.09

STYLE NO. 214 — White — Lace Rusching Under Cup

P	30	32	34	36	38					
							26.45		26.95	17.69
							26.45		26.95	17.69
							27.45		27.95	18.34
							27.45		27.95	18.34
							27.45		27.95	18.34
							27.45		27.95	18.34

STYLE NO. 314 — Black — Lace Rusching Under Cup

P	30	32	34	36	38					
							28.45		28.95	18.99
							28.45		28.95	18.99
							29.45		29.95	19.64
							29.45		29.95	19.64
							29.45		29.95	19.64
							29.45		29.95	19.64

STYLE NO. 362 — BLACK LACE

P	30	32	34	36	38	40	42					
								14.45		14.95	9.89
								15.45		15.95	10.54
								15.45		15.95	10.54
								16.45		16.95	11.19
								16.45		16.95	11.19
								18.45		18.95	12.49
								18.45		18.95	12.49
								19.45		19.95	13.14
								21.45		21.95	14.44

TOTALS SECTION TWO	TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE

Printed in U.S.A. REV. 4/1/72

EE	
F	
G	
H	
I	1
J	
K	
L	
M	

262 48C — 56E add $3.00 to cost; 262 48EE —

TOTALS SECTION ONE	$ 5
TOTALS SECTION TWO	
TOTALS SECTION THREE	
TOTALS SECTION FOUR	
TOTALS	$ 5

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

RECEIVED NOV 6 1972 CHECK NO. 1385

6.45	1	16.95		11.19	
7.45		17.95		11.84	
9.45		19.95		13.14	
0.45		20.95		13.79	
1.45		21.95		14.44	
2.45		22.95		15.09	
3.45		23.95		15.74	
4.45		24.95		16.39	
5.45		25.95		17.04	

64H add $5.00 to cost (no additional P. V.)

OTAL P.V.	88.	TOTAL RETAIL		TOTAL WHSLE	59.85
OTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
OTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
OTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	
OTAL P.V.	88	TOTAL RETAIL		TOTAL WHSLE	59.85

Calif. (Regs.) Add 5% Sales Tax Based on Retail Value 5½% Where Applicable	
LESS THAN 5 ITEMS ADD $1.00 HANDLING CHARGE	
SAMPLE KIT TOTAL COST	
SWIMWEAR TOTAL COST	
BONUS MERCHANDISE TOTAL COST	
SUPPLIES TOTAL COST	4.00
SPECIAL DELIVERY ADD $1.25	
Adjustments Debit Memos ☐ Credit Memos ☐	
AMOUNT ENCLOSED	63.85

Symbra-Ette inc.

P.O. BOX 66500 • SCOTTS VALLEY, CALIFORNIA 95066

WHOLESALE ORDER FORM

496-40. 6-25

NAME Jane A Jeans Bra Shoppe 493-32-2802

I.D. # (Social Security Number)

ADDRESS 4444 Pierce Rd.

CITY, STATE Bakersfield, Calif COUNTY Kern ZIP 93308

COMPLETED BY [illegible] MY SPONSOR IS: Lois Kinsey

STYLE NO 212 – White – All Nylon Lace

CUP	30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		12.49	
B								19.45		19.9		13.14	
C								19.45		19.95		13.14	
D								19.45		19.95		13.14	

Opt. Order Don't Order

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTAL
B											9.45	
C											10.45	
CC											10.45	
D											11.45	
DD											11.45	
E											13.45	
EE											13.45	
F											15.45	
G											16.45	
H											17.45	
I											18.45	
J											19.45	
K											20.45	
L											21.45	
M											22.45	
N											23.45	
O											24.45	

STYLE NO. 262 - White Lace

CUP	30	32	34	36	38	40	42	44	46		
A											12.45
B											12.45
C											13.15

FEDERAL TRADE COMMISSION

Docket No. 8822 COMPLAINT RESPONDENT Exhibit No. 81

In the Matter of: Jane-Jean-Mor

Date 6/18/73 Witness _____ Reporter VR

10436

JANE & JEAN'S BRA SHOPPE
4444 PIERCE ROAD
BAKERSFIELD, CALIFORNIA
93308

-256a-

1943

DATE 11-13-72

ORDER NO. 3

Begin each month with Order #1 and $0 Previous P.V.

My Previous P.V. 139.25

P.V. This Order 95.25

P.V. To Date 234.50

	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	9.95		6.64	
	10.95		7.29	
	10.95		7.29	
	11.95		7.94	
	11.95		7.94	
	13.95		9.24	
	13.95		9.24	
	15.95		10.54	
	16.95		11.19	
	17.95		11.84	
	18.95		12.49	
	19.95		13.14	
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	
	23.95		15.74	
	24.95		16.39	
	12.95		8.59	
	12.95		8.59	
	13.95		9.24	

1257a

CUP	30	32	34	36	38							
A							18.45		18.95		12.49	
B							19.45		19.95		13.14	
C							19.45		19.95		13.14	
D							19.45		19.95		13.14	
E							20.45		20.95		13.79	
EE							20.45		20.95		13.79	
F							21.45		21.95		14.44	
G							22.45		22.95		15.09	

STYLE NO. 2[illegible] – White – Lace Rusching Under Cup

CUP	30	32	34	36	38							
AA							26.45		26.95		17.69	
A							26.45		26.95		17.69	
B							27.45		27.95		18.34	
C							27.45		27.95		18.34	
D							27.45		27.95		18.34	
E							27.45		[illegible]		18.34	

STYLE NO. 314 – [illegible]lack – Lace Rusching Under Cup

CUP	30	32	34	36	38							
AA							28.45		28.95		18.99	
A							28.45		28.95		18.99	
B							29.45		29.95		19.64	
C							29.45		29.95		19.64	
D							29.45		29.95		19.64	
E							29.45		29.95		19.64	

STYLE NO. 362 – BLACK LACE

CUP	30	32	34	36	38	40	42						
B									14.45		14.95		9.89
C									15.45		15.95		10.54
CC									15.45		15.95		10.54
D									16.45		16.95		11.19
DD									16.45		16.95		11.19
E									18.45		18.95		12.49
EE									18.45		18.95		12.49
F									19.45		19.95		13.14
G									21.45		21.95		14.44

TOTALS SECTION TWO	TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE.	

CUP													
F												17.45	
G												19.45	
H												20.45	
I												21.45	
J												22.45	
K												23.45	
L												24.45	
M												25.45	
N												26.45	
O												27.45	

162, 262 or 362 - 48C - 56E add $3.00 to cost; 48EE

162, 262 or 362 - 48J - 56O add $7.00 to cost; any s

To calculate P.V. add $1.00 for each cup size not

TOTALS SECTION ONE		TOTAL P.V.
TOTALS SECTION TWO		TOTAL P.V.
TOTALS SECTION THREE		TOTAL P.V.
TOTALS SECTION FOUR		TOTAL P.V.
TOTALS	5	TOTAL P.V.

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

DATE C'D 12/30 CHECK NO. 12/6 9712 AUT. REC'D

Calif. (Ba 5%

LE ADD $1

LINC

SWIM

BO

SPECIA

Adjustmer

AM

PRINTED IN U.S.A.

10-30-72

	17.95		11.74	
	19.95		13.14	
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	
	23.95		15.74	
	24.95		16.39	
	25.95		17.04	
	26.95		17.69	
	27.95		18.34	

E - 56H add $5.00 to cost

ize over 56 (any cup) add $10.00 to cost

listed on order blank.

	TOTAL RETAIL	97.75	TOTAL WHSLE	64.40
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL	97.75	TOTAL WHSLE	64.40

Res.) Add 5% Sales Tax sed on Retail Value % Where Applicable	22.41 2 8 8
ESS THAN 5 ITEMS .00 HANDLING CHARGE	
SAMPLE KIT TOTAL COST	
ERIE TOTAL COST	45.40
WEAR TOTAL COST	
NUS MERCHANDISE / TOTAL COST	35.86
SUPPLIES TOTAL COST	
L DELIVERY ADD $1.25	1.25
ts Debit Memos ☐ Credit Memos ☐	
OUNT ENCLOSED	146.91

Symphonette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

WHOLESALE ORDER FORM

DATE 10/18 OR

Lous Milliken 558-26-8864

NAME Milliken Career Apparel I.D. # (Social Security Number)

ADDRESS UNIFORMS & FOUNDATION GARMENTS
7905 MARTY STREET

CITY, STATE OVERLAND PARK, KANSAS 66204 COUNTY ZIP

MY SPONSOR IS: Edith Fielden

STYLE NO 212 – White – All Nylon Lace

30	32	34	36	38	40	QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
						PLE	18.45		18.95		12.49	
							19.45		19.95		13.14	
							19.45		19.95		13.14	
							19.45		19.95		13.14	
							20.45		20.95		13.81	
							20.45		20.95		13.81	
							21.45		21.95		14.48	
							22.45		22.95		15.15	

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTAL
B											9.45	
C											10.45	
CC										1	10.45	10.45
D											11.45	
DD											11.45	
E											13.45	
EE											13.45	
F											15.45	
G											16.45	
H											17.45	
I											18.45	
J											19.45	
K											20.45	
L										1	21.45	
M											22.45	

162 40C – 56E add $3.00 to cost; 162 48EE – 64H add $5.00 t

STYLE NO. 252 - White Lace

CUP	30	32	34	36	38	40	42	44	46		
A										12.45	
B										12.45	
C										13.45	
CC										13.45	

STYLE NO. 312 – Black – All Nylon Lace

Milliken's Career Apparel
Uniforms & foundation garments

MRS. DORIS MILLIKEN
7905 MARTY
OVERLAND PARK, KANSAS
7 66204

10.45

-258a-

103

DER NO. 2

Begin each month with Order #1 and $0 Previous P.V.

My Previous P.V. 8815

P.V. This Order 116.25

P.V. To Date 116440

SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
9.95		6.64	
10.95		7.29	
10.95		7.29	7.29
11.95		7.94	
11.95		7.94	
13.95		9.24	
13.95		9.24	
15.95		10.54	
16.95		11.19	
17.95		11.84	
18.95		12.49	
19.95		13.14	
20.95		13.79	
21.95		14.44	
22.95		15.09	

o cost. (no additional P.V.)

12.95		8.59	
12.95		8.59	
13.95		9.24	
11.95		9.24	

-259a-

A	18.45	19.95	12.49
B	19.45	19.95	13.14
C	19.45	19.95	13.14
D	19.45	19.95	13.14
E	20.45	20.95	13.79
EE	20.45	20.95	13.79
F	21.45	21.95	14.44
G	22.45	22.95	15.09

STYLE NO. 214 – White – Lace Rusching Under Cup

UP	30	32	34	36	38						
AA							26.45		26.95		17.69
A							26.45		26.95		17.69
B							27.45		27.95		18.34
C							27.45		27.95		18.34
D							27.45		27.95		18.34
E							27.45		27.95		18.34

STYLE NO. 314 – Black – Lace Rusching Under Cup

UP	30	32	34	36	38						
AA							28.45		28.95		18.99
A							28.45		28.95		18.99
B							29.45		29.95		19.64
C							29.45		29.95		19.64
D							29.45		29.95		19.64
E							29.45		29.95		19.64

STYLE NO. 262 – BLACK LACE

UP	30	32	34	36	38	40	42						
B									14.45		14.95		9.99
C									15.45		15.95		10.54
C									15.45		15.95		10.54
D									16.45		16.95		11.19
D									16.45		16.95		11.19
E									18.45		18.95		12.49
E									18.45		18.95		12.49
F									19.45		19.95		13.14
G									21.45		21.95		14.44

TOTALS SECTION TWO	TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE	

F		17.45
G		19.15
H		20.45
		21.45
		22.45
		23.45
		24.45
		25.45

262 48C – 56E add $3.00 to cost; 262 48EE – 64H add

TOTALS SECTION ONE	3	TOTAL P.V.
TOTALS SECTION TWO		TOTAL P.V.
TOTALS SECTION THREE		TOTAL P.V.
TOTALS SECTION FOUR	2	TOTAL P.V.
TOTALS 5	5	TOTAL P.V.

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

FOR OFFICE USE ONLY

RECEIVED DATE RECD 7 23 CHECK NO. 32

Calif. Bas 5½

LE ADD $1

SWI

BO

SPECIA

Adjustme

AMOU

	16.95		11.19	
	17.95		11.84	
	19.95		13.14	
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	
	23.95		15.74	
	24.95		16.39	
	25.95		17.04	

$5.00 to cost (no additional P. V.).

433	TOTAL RETAIL		TOTAL WHSLE	296
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	
329	TOTAL RETAIL		TOTAL WHSLE	243.8
76.2	TOTAL RETAIL		TOTAL WHSLE	54.6

Res.) Add 5% Sales Tax ed On Retail Value % Where Applicable	
SS THAN 5 ITEMS .00 HANDLING CHARGE	
SAMPLE KIT TOTAL COST	
WEAR TOTAL COST	
NUS MERCHANDISE TOTAL COST	11.00
SUPPLIES TOTAL COST	
L DELIVERY ADD $1.25	
nts Debit Memos ☐ Credit Memos ☐	
UNT ENCLOSED	65.05

Sparkle-Tone 11/10/72

P.O. BOX 66500 • SCOTTS VALLEY, CALIFORNIA 95066

WHOLESALE ORDER FORM

NAME Janelle Curves & Curls

ADDRESS 403 22nd Avenue
483-8961 — 482-2426
MERIDIAN, MISSISSIPPI 39301

I.D. # (Social Security Number)

CITY, STATE _____ COUNTY _____ ZIP _____

MY SPONSOR IS:

STYLE NO 212 – White – All Nylon Lace

CUP	30	32	34	36	38	40		QTY	P.V. EACH	P.V. TOTAL	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A									18.45		18.95		12.49	
B									19.45		19.95		13.14	
C									19.45		19.95		13.14	
D									19.45		19.95		13.14	
E									20.45		20.95		13.79	
EE									20.45		20.95		13.79	
F									21.45		21.95		14.44	
G									22.45		22.95		15.09	

STYLE NO. 312 – Black – All Nylon Lace

CUP	30	32	34	36	38	40								
									20.45		20.95		13.79	

STYLE NO. 162 - Cotton

CUP	30	32	34	36	38	40	42	44	46	QTY	P.V. EACH	P.V. TOTA
B											9.45	
C											10.45	
CC										1	10.45	10.4
D											11.45	
DD										2	11.45	22.9
E											13.45	
EE											13.45	
F											15.45	
G											16.45	
H											17.45	
I											18.45	
J											19.45	
K											20.45	
L											21.45	
M											22.45	
N											23.45	
O											24.45	

STYLE NO. 262 - White Lace

CUP	30	32	34	36	38	40	42	44	46		
A											12.45
B											12.45
C											13.45
CC											13.45

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 83
In the Matter of: Bar-Bo-Mar
Date 6/18/73 Witness _____ Reporter CB

JANELLE'S CURVES & CURLS
403 - 22 AVENUE
MERIDIAN, MISSISSIPPI
39301

1033

-260a-

DATE 11-14-22

ORDER NO. 1050

Begin each month with Order #1 and $0 Previous P.V.

My Previous P.V. _____

P.V. This Order 62.25

P.V. To Date _____

	SUGG RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	9.95		6.64	
	10.95		7.29	
5	10.95	10.95	7.29	7.29
	11.95		7.94	
0	11.95	23.90	7.94	15.88
	13.95		9.24	
7	13.95		9.24	
	15.95		10.54	
	16.95		11.19	
	17.95		11.84	
	18.95		12.49	
	19.95		13.14	
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	
	23.95		15.74	
	24.95		16.39	
	12.95		8.59	
	12.95		8.59	
	13.95		9.24	
	13.95		9.24	

STYLE NO. 312 – [illegible]-All Nylon Microfiber

CUP	30	32	34	36	38	40							
A								18.45		18.95		12.49	
B								19.45		19.95		13.14	
C								19.45		19.95		13.14	
D								19.45		19.95		13.14	
E								20.45		20.95		13.79	
EE								20.45		20.95		13.79	
F								21.45		21.95		14.44	
G								22.45		22.95		15.09	

STYLE NO. 214 – White – Lace Rusching Under Cup

CUP	30	32	34	36	38							
AA							26.45		26.95		17.69	
A							26.45		26.95		17.69	
B							27.45		27.95		18.34	
C							27.45		27.95		18.34	
D							27.45		27.95		18.34	
E							27.45		27.95		18.34	

STYLE NO. 314 – Black – Lace Rusching Under Cup

CUP	30	32	34	36	38							
AA							28.45		28.95		18.99	
A							28.45		28.95		18.99	
B							29.45		29.95		19.64	
C							29.45		29.95		19.64	
D							29.45		29.95		19.64	
E							29.45		29.95		19.64	

STYLE NO. 362 – BLACK LACE

CUP	30	32	34	36	38	40	42							
B									14.45		14.95		9.89	
C									15.45		15.95		10.54	
CC									15.45		15.95		10.54	
D									16.45		16.95		11.19	
DD									16.45		16.95		11.19	
E									18.45		18.95		12.49	
EE									18.45		18.95		12.49	
F									19.45		19.95		13.14	
G									21.45		21.95		14.44	

TOTALS SECTION TWO	TOTAL P.V.		TOTAL RETAIL		TOTAL WHSLE.	

PRINTED IN U.S.A. 10-30-72

E														
F													17.45	
G													19.45	
H													20.45	
I													21.45	
J													22.45	
K													23.45	
L													24.45	
M													25.45	
N													26.45	
O													27.45	

162, 262 or 362 - 48C - 56E add $3.00 to cost; 48EE -

162, 262 or 362 - 48J - 56O add $7.00 to cost; any siz

To calculate P.V. add $1.00 for each cup size not li

TOTALS SECTION ONE	5	TOTAL P.V.	62
TOTALS SECTION TWO		TOTAL P.V.	
TOTALS SECTION THREE		TOTAL P.V.	
TOTALS SECTION FOUR		TOTAL P.V.	
TOTALS	5	5	TOTAL P.V. 62

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. (Re Basc) 5½% W

LESS

ADD $1.00

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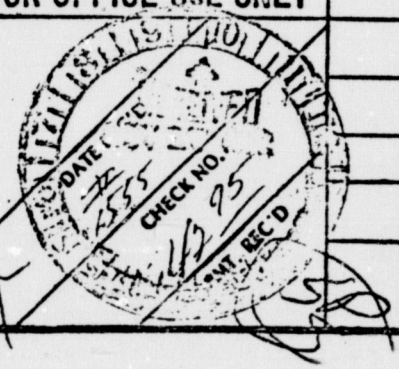
SPECIAL D

Adjustments

AMOU

FOR OFFICE USE ONLY



	17.95		11.84	
	19.95		13.14	
	20.95		13.79	
	21.95		14.44	
	22.95		15.09	
	23.95		15.74	
	24.95		16.39	
	25.95		17.04	
	26.95		17.69	
	27.95		18.34	

• 56H add $5.00 to cost

ze over 56 (any cup) add $10.00 to cost

sted on order blank.

25	TOTAL RETAIL	64.75	TOTAL WHSLE	42.9
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	
	TOTAL RETAIL		TOTAL WHSLE	
25)	TOTAL RETAIL	64.75	TOTAL WHSLE	42.9

s.) Add 5% Sales Tax on Retail Value Where Applicable	
S THAN 5 ITEMS HANDLING CHARGE	
AMPLE KIT OTAL COST	
IE TOTAL COST	
AR TOTAL COST	
S MERCHANDISE OTAL COST	
SUPPLIES OTAL COST	
ELIVERY ADD $1.25	
Debit Memos ☐	
Credit Memos ☐	
NT ENCLOSED	42.95

RX - 129

MONTHLY R.P.V. RECORD

Name Beth Hewett Sponsor KATIE SANFORD

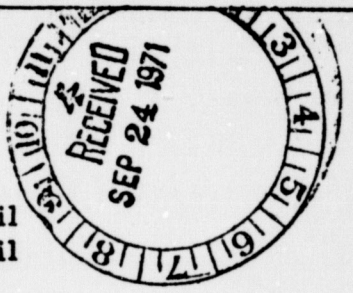
Soc. Sec. No. _____ Soc. Sec. No. 458-40-8297

Key ☐ S. Key ☐ Supv. ☐ D.M. ☒ R.M. ☐ Key ☐ S. Key ☐ Supv. ☐ D.M. ☐ R.M. ☐

Month	Personal Purchases	Pers. Group R.P.V.	Total R.P.V.	Month	Personal Purchases	Pers. Group R.P.V.	Total R.P.V.
[illegible]	+		2941.45				
May	330.20		4212.15				
June	911.25		5123.40				
July	+	2930.[illegible]	8054.[illegible]				
Aug	+	2143.00	2143.00				
[illegible]	[illegible]	3098.70	3241.75	Disqualified			
[illegible]	[illegible]	[illegible]	[illegible]				
[illegible]	[illegible]	[illegible]	[illegible]				
[illegible]	[illegible]	[illegible]	[illegible]				
[illegible]	[illegible]	7780.55	7780.55				
[illegible]	[illegible]	17738.[illegible]	[illegible]				
[illegible]	$3.25 D.M.	6439.[illegible]	[illegible]				
[illegible]	[illegible]	[illegible]	[illegible]				
[illegible]	[illegible]	6095.[illegible]	[illegible]				
[illegible]	[illegible]	[illegible]	4391.65				
[illegible]	[illegible]	[illegible]	[illegible]				
[illegible]	[illegible]	3150.[illegible]	[illegible]				
[illegible]	4225 D.M.	[illegible]	[illegible]				
[illegible]	0	8148.[illegible]	[illegible]				
[illegible]	0	[illegible]	[illegible]				
	0						

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION / RESPONDENT Exhibit No. 129
In the Matter of: Beth Hewett
Date 6/14/73 Witness _____ Reporter [illegible]

MIBRA MAGIC MONEY MAKER
... for the GOOD LIFE



I. Consultant
   A. Commission Schedule
      1. 35% if order total is less than $100 retail
      2. 40% if order totals between $100 and $300 retail
      3. 45% if order totals between $300 and $500 retail
      4. 50% if order total is over $500 retail
   B. Sponsoring Bonus Annuity-5% on your first level recruits personal monthly net volume
   C. Maintenance is $50 retail monthly
   D. All order placed with Unit Manager

II. Unit Manager
   A. Benefits
      1. Buying discount of 55%
      2. Supply entire unit with product... Unit Manager has immediate profit on Consultant's orders- from 5% to 20% as determined by the retail amount of the order
      3. Manager receives additional 5% on net volume of first level personal recruits
      4. When first level Consultant becomes Unit Manager, entire unit BREAKS AWAY giving sponsoring Unit Manager 5% net on "break-aways" total monthly volume.
   B. Requirements
      1. Four ways to become a Unit Manager
         a. "Buy in" Plan
            1. Purchase $5,000 retail worth of product at 55% discount
            2. Must have total of 10 consultants in Unit (5 of whom must be first level) at close of three month period
         b. "Recruit in" Plan- Must have 10 in unit one month from time agreement is signed...5 of whom must be first level
         c. "Work-up" Plan
            1. Must have 5 first level recruits
            2. Personal purchase of $1000 net during any three consecutive month period
            3. Unit sales of $3000 net (includes own personal sales) during same three consecutive months
         d. Lateral transfer from other Direct Sales Company available (with initial 30 day maintenance grace period)
   C. Maintenance- $500 net monthly or $1500 net quarterly

III. No Demo Kit requirement-ORDER AS LITTLE OR AS MUCH AS YOU WISH-
ONE TIME ONLY OFFER:
55% if the order is over $250 retail
50% if the order is under $250 retail

MIBRA
a Division of
Arengee Enterprises, Inc.
6557 Floatilla
Commerce, Calif. 90040 Ph. 213 726-0811

1207

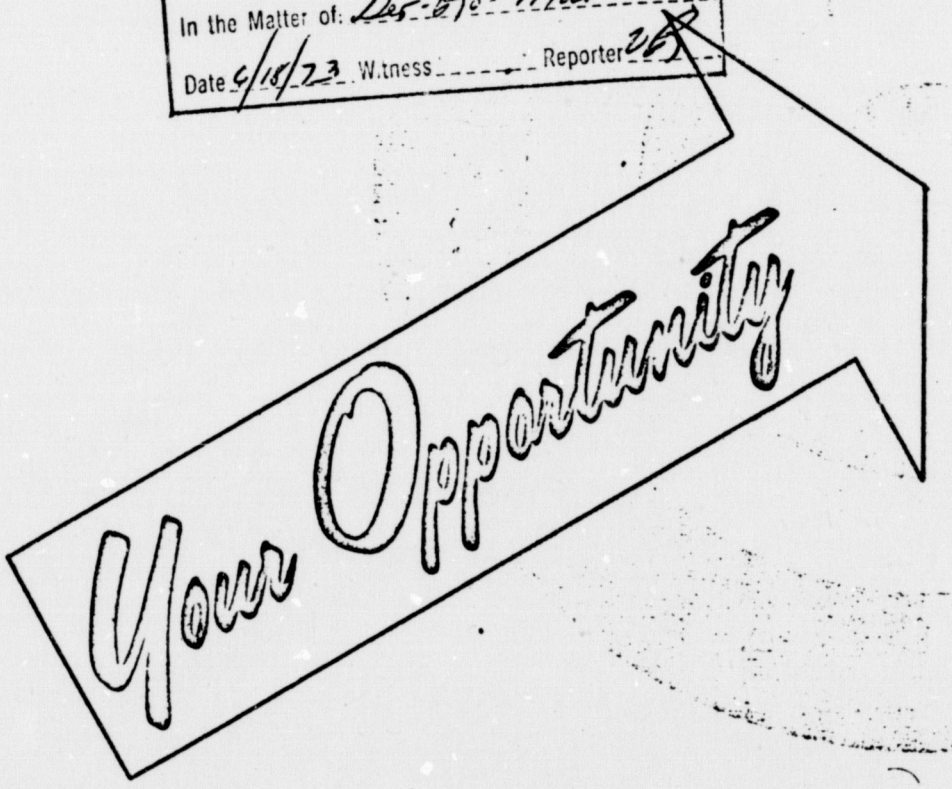
RX-139

FEDERAL TRADE COMMISSION

Docket No. 8872 Exhibit No. 139

In the Matter of: Des-Re-Mar

Date 6/18/73 Witness _____ Reporter CR



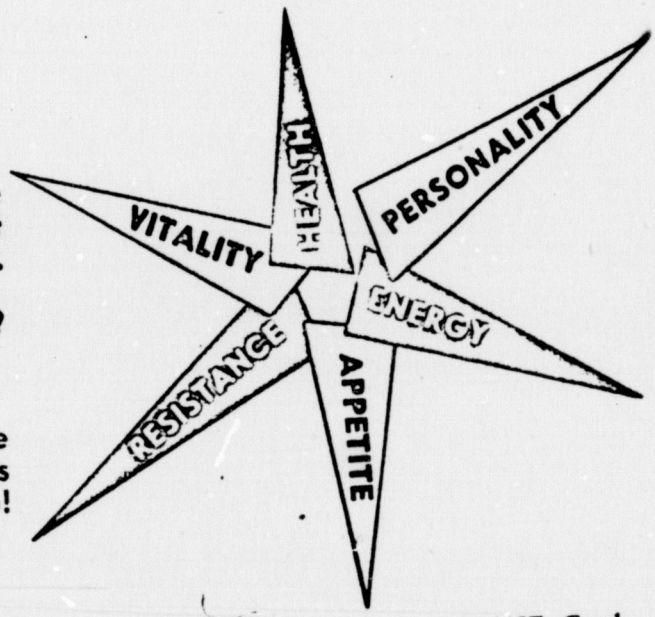
with 1209

SHAKLEE

These are the things YOU want from life . . .

RIGHT?

Well—everyone else wants them too!



BECAUSE everybody wants these things—and BECAUSE Good Nutrition provides the ideal answer—the Food Supplement Industry is growing faster than any other industry in the United States, except for electronics.

SHAKLEE is proud to be a leader in this field.

Distributors of SHAKLEE Supplements are also proud, for they give vitality to the young and aged, safety to those who are well, and *hope* to the sick. Yes, SHAKLEE salesmen offer all this and more, for they offer NATURE'S PERFECT FOODS in concentrated form.

With products of such universal appeal to sell, is it any wonder that SUCCESS beckons the SHAKLEE Distributor. And is it any wonder that such success is PERMANENT? After all, *the crying needs which a SHAKLEE Distributor fills will exist as long as it is necessary for the human race to eat!*

THE SHAKLEE BACKGROUND

The tremendous growth of SHAKLEE is no mere quirk of fate. It stems from *experience*—and from the application of that experience to the finest Sales Program ever conceived!

The first Shaklee Product was presented to the public in *1915!* This represents experience in manufacture . . . not just 5 or 10 or 20 years, but nearly a *half century* of continuous research and development.

Sales experience? Company Management encompasses a combined total of more than 75 years of the face-to-face type of selling which builds experience as nothing else can possibly do. Such experience demanded that one philosophy be of paramount importance—*the salesman is our life-blood.*

This philosophy in action built the *SHAKLEE "Profit Multiplier" Sales Plan,* the most unique, effective and workable Sales Program ever created. This Sales Plan places emphasis where *salesmen* want it. It rewards you for Leadership. It safeguards your future!

Yes, let one point be crystal-clear—the SHAKLEE Sales Plan was specifically designed for salesmen with energy and ambition!

1210

FASTEST, HIGHEST EARNINGS

SHAKLEE Distributors build profits in two ways—

1. Personal Sales, and
2. Sponsoring other salesmen.

Everyone receives a full 40% discount on all SHAKLEE products, and everyone also receives "infinite level" credit for sponsored Distributors anywhere in the 50 States and U.S. Possessions. These repeating "levels" of sponsoring might be compared to an "endless chain"—and YOU, as the beginning link, receive credit for all sales in this "chain" as though you had made these sales yourself!

Within a relatively short time, you may easily have a dozen such "chains." Your Monthly Purchase Volume is the total of your own sales plus the combined total of all your "chains."

Personal sales of $40 or more qualifies YOU in this manner . . .

Cash Bonus Bracket	Combined Monthly Purchase Volume	Percentage of M.P.V. Paid
Number 8	$3,000 or over	22%
Number 7	$2,000 or over	18%
Number 6	$1,300 or over	14%
Number 5	$800 or over	11%
Number 4	$500 or over	8%
Number 3	$300 or over	6%
Number 2	$150 or over	3%
Number 1	Under $150	None

For example . . . If you are in Bracket 7,
you receive positive, full-credit bonuses as follows:

18% CASH BONUS . . . on your own Monthly Purchase Volume.

PLUS— **18%** CASH BONUS . . . on the M.P.V. of all Distributor-Groups in Bracket One.

PLUS— **15%** CASH BONUS . . . on the M.P.V. of all Distributor-Groups in Bracket Two.

PLUS— **12%** CASH BONUS . . . on the M.P.V. of all Distributor-Groups in Bracket Three.

PLUS— **10%** CASH BONUS . . . on the M.P.V. of all Distributor-Groups in Bracket Four.

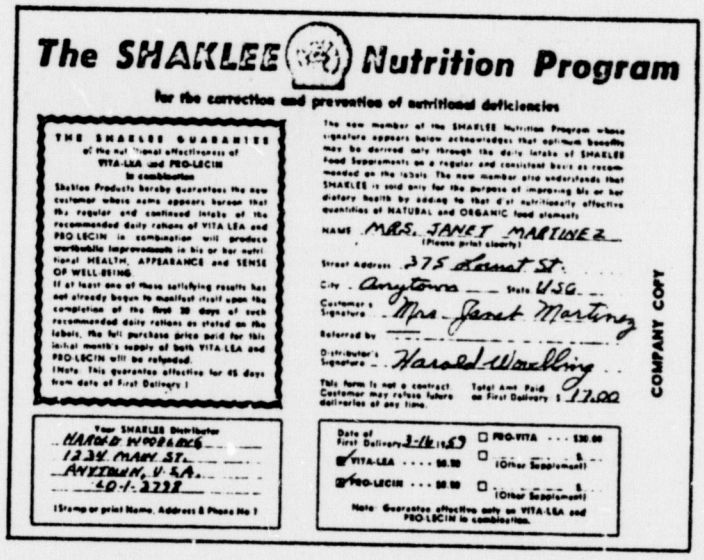
PLUS— **7%** CASH BONUS . . . on the M.P.V. of all Distributor-Groups in Bracket Five.

PLUS— **4%** CASH BONUS . . . on the M.P.V. of all Distributor-Groups in Bracket Six.

1211

THE REMARKABLE SHAKLEE PROGRAM

The heart and focal point of this amazing concept in Food Supplement marketing is the *SHAKLEE Nutrition Program* form . . .



The SHAKLEE Nutrition Program

for the correction and prevention of nutritional deficiencies

THE SHAKLEE GUARANTEE of the nutritional effectiveness of VITA-LEA and PRO-LECIN in combination

Shaklee Products hereby guarantees the new customer whose name appears hereon that the regular and continued intake of the recommended daily rations of VITA LEA and PRO LECIN in combination will produce worthwhile improvements in his or her nutritional HEALTH, APPEARANCE and SENSE OF WELL-BEING.

If at least one of these satisfying results has not already begun to manifest itself upon the completion of the first 30 days of such recommended daily rations as stated on the labels, the full purchase price paid for this initial month's supply of both VITA LEA and PRO-LECIN will be refunded.

(Note: This guarantee effective for 45 days from date of First Delivery.)

The new member of the SHAKLEE Nutrition Program whose signature appears below acknowledges that optimum benefits may be derived only through the daily intake of SHAKLEE Food Supplements on a regular and consistent basis as recommended on the labels. The new member also understands that SHAKLEE is sold only for the purpose of improving his or her dietary health by adding to that diet nutritionally effective quantities of NATURAL and ORGANIC food elements.

NAME MRS. JANET MARTINEZ (Please print clearly)

Street Address 375 Locust St.

City Anytown State USA

Customer's Signature Mrs. Janet Martinez

Referred by ———

Distributor's Signature Harold Woodbury

This form is not a contract. Customer may refuse future deliveries at any time.

Total Amt. Paid on First Delivery $ 17.00

COMPANY COPY

Your SHAKLEE Distributor
HAROLD WOODBURY
1234 MAIN ST.
ANYTOWN, U.S.A.
50-1-2228
(Stamp or print Name, Address & Phone No.)

Date of First Delivery 5-16 1959

☑ VITA-LEA . . . . $8.50 ☐ PRO-VITA . . . $30.00

☑ PRO-LECIN . . . $8.50 ☐ (Other Supplement) $ ———

☐ (Other Supplement) $ ———

Note: Guarantee effective only on VITA-LEA and PRO-LECIN in combination.

This Program is written for all new retail customers of any SHAKLEE Supplement *(i.e., Vita-Lea, Pro-Lecin, Pro-Vita, Liqui-Lea, etc.)* and presents to your customers the famous SHAKLEE GUARANTEE. No other company dares make such a guarantee, for SHAKLEE is the *only* company which provides the *complete nutrition* and *results* making such a guarantee possible!

Should a guarantee-refund be requested, this form is a part of the Distributor's copy of the SHAKLEE Nutrition Program. ALL conditions must be met, then this form is submitted by the Distributor together with a $1.00 handling charge. Replacement units of Vita-Lea and Pro-Lecin are provided to him without additional cost.

GUARANTEE REFUND STATEMENT

The undersigned customer hereby declares:

1. This request for refund covers my initial purchase of VITA-LEA and/or PRO-LECIN;
2. I consumed both units in combination within 30 days of First Delivery precisely as recommended on the labels;
3. It is my sincere opinion that I am entitled to a full refund under the terms of the SHAKLEE Guarantee.
4. I acknowledge receipt of full refund in the amount of $17.00

Date 5-28 1959

Customer's Signature Robt. Smith

The undersigned SHAKLEE Distributor hereby declares:

1. The above statements are true and correct to the best of my knowledge.

Date 5-28 1959

Distributor's Signature Harold Woodbury

(Note: Refund may NOT be made later than 45 days from First Delivery.)

1312

THE SHAKLEE REFERRAL AND CASH CREDIT SYSTEM

Customers HELP you sell with the SHAKLEE system! Here's why . . .

CASH CREDIT CERTIFICATE

MR. AND MRS. CUSTOMER —

ENDORSEMENTS

SHAKLEE PRODUCTS

Yes, it literally PAYS your customers to use SHAKLEE regularly and to recommend these outstanding Supplements to friends and acquaintances! Here's how . . .

. . . FREE BONUS UNITS, after purchasing six at retail, lower the cost of Vita-Lea and Pro-Lecin to the unprecedented bargain net of only $7.28. Pro-Vita is thus reduced to just $25.71!

. . . EACH SOLD REFERRAL IS WORTH ALMOST $3.00 CASH CREDIT TO THE CUSTOMER WHO GIVES IT!

Here is the ideal way for your customers to help others and help themselves at the same time, even to the extent of obtaining their own SHAKLEE Supplements *absolutely FREE!*

The *SHAKLEE Cash Credit Certificate* is the most workable and effective Program ever conceived for developing steady customers and obtaining referrals. It's all in *one* package. Customers may earn endorsements in ALL THREE WAYS combined on one Certificate!

It costs you, the Distributor, just 50c for three sold referrals.

Sell a few original customers, and this SHAKLEE Referral System brings in more prospects than you have time to get around and see!

Shaklee Products absorbs the entire cost of replacement units under the CASH CREDIT CERTIFICATE Program, making this the most expensive item in the Company's advertising budget. This is as it should be. A Program to develop steady customers and encourage person-to-person referrals is the most effective type of promotional advertising possible for YOUR benefit.

1213

THE SHAKLEE SALES PLAN IN ACTION!

If You

...Sell only $200 of SHAKLEE per month—

...Have 70% repeat business—

...Sponsor just 3 Distributors per month, who each sell only $100 and sponsor 2 Distributors of their own each month—

HERE IS WHAT YOUR INCOME WILL BE!...

FIRST MONTH

Profit from new Personal Sales	$ 80.00
8% CASH BONUS on personal business	16.00
8% CASH BONUS on Bracket No. 1 Dist-Groups	24.00
TOTAL INCOME	$120.00

SECOND MONTH

Profit from new Personal Sales	$ 80.00
Profit from repeat sales	56.00
14% CASH BONUS on personal business	47.60
14% CASH BONUS on Bracket No. 1 Dist-Groups	42.00
8% CASH BONUS on Bracket No. 3 Dist-Groups	88.80
TOTAL INCOME	$314.40

THIRD MONTH

Profit from new Personal Sales	$ 80.00
Profit from repeat sales	112.00
22% CASH BONUS on personal business	105.60
22% CASH BONUS on Bracket No. 1 Dist-Groups	66.00
16% CASH BONUS on Bracket No. 3 Dist-Groups	177.60
11% CASH BONUS on Bracket No. 5 Dist-Groups	323.40
TOTAL INCOME	$864.60

AT THE END OF THREE MONTHS...

...You would have a total of 33 Distributors in your Group—
...You would have a Group M.P.V. of $4,830—
...You would be a Supervisor, and—

YOU WOULD SOON BE DRIVING A NEW CAR!

1214

THE SHAKLEE SALES PLAN PROVIDES...

...*AN ABSOLUTE MONEY-BACK GUARANTEE* to retail customers of *complete nutrition* as represented by Vita-Lea and Pro-Lecin in combination!

...*FREE BONUS UNITS FOR REGULAR CUSTOMERS*, a feature which lowers even further the amazingly-low cost of SHAKLEE Supplements!

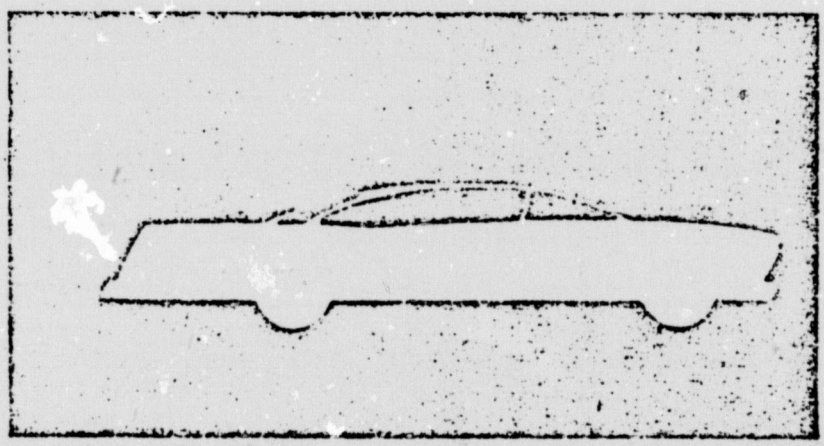
...*THE WORLD'S MOST EFFECTIVE AND WORKABLE REFERRAL SYSTEM*, a plan which provides *cash credit* for customers who help their Distributors enroll others in the SHAKLEE Nutrition Program!

...*"INFINITE-LEVEL" SPONSORING CREDIT FOR SHAKLEE DISTRIBUTORS*, making them the *highest-paid* salesmen in the Industry!

...*CASH BONUSES WITHOUT EQUAL IN THE ENTIRE SELLING PROFESSION!*

...*THE INDUSTRY'S FINEST SALES AND NUTRITION TRAINING COURSE*, designed to work *with* you during your initial weeks in the field. And it's *free!*

...*A NEW CAR—FREE—EVERY 18 MONTHS* to Supervisors who consistently maintain the free car qualifying level. And that level is *below* what most other companies require for Supervisory rank, alone!



1215

More!....

More!....

More!....

Yes, there's *much* more—and it cannot possibly be covered in a booklet of this size. Full details of this remarkable SHAKLEE "Profit-Multiplier" Sales Plan are presented clearly and concisely in *the SHAKLEE Sales Plan book.* We strongly recommend that you obtain one or more copies at your earliest opportunity!

In this book you'll learn about...

...The rank of SUPERVISOR—easier to attain with SHAKLEE than anywhere else—and *far more profitable!* Incomes of $10,000; $20,000, $30,000 a year and more!

...SENIOR SUPERVISOR rank—and the *Special Cash Bonuses* which push your income ever higher as those whom you have sponsored also become Supervisors!

...The MOST GENEROUS RETIREMENT PLAN IN EXISTENCE! —and the *only* plan which truly *safe-guards* your future!

The SHAKLEE Program is the most effective ever conceived to help YOU build *success!* You may begin full-time or part-time, whichever you prefer. The SHAKLEE Distributor who loaned you this booklet will be your sponsor.

The first step toward your own satisfying and profitable SHAKLEE business is the *Application for Distributorship.* Fill it in. Give it to your sponsor. He or she will assist you in this and in placing your initial order for products and supplies. At this moment, you stand ready to embark upon one of the greatest adventures of your lifetime!

This is a business of which you will be proud—in which you will find *excitement*—in which your rewards will not only be the thousands of dollars in your bank account, but will also be the undying gratitude of countless new friends whom you help along the road to Nutritional Health.

JOIN the rapidly growing family of salesmen across the nation who are living *better* and *happier* through the SHAKLEE Nutrition Program and "Profit-Multiplier" Sales Plan!

1216

YOUR GOLDEN OPPORTUNITY

Money
Security &
Independence

Rummels CO., INC.

1430 ELLIOT AVENUE WEST · SEATTLE 99.

Dear Prospective Dealer:

The rewarding marketing plan that I am able to offer you should have a good product for a foundation. Our KARDEE skin care program for *the entire family* is a fine product!

You will become personally enthusiastic over KARDEE's ability to do more for people than they ever expect. Because of your own deep seated conviction based on your own experience that nothing could be finer, your entire KARDEE business will have the magic quality of its enthusiasm. It is a priceless asset.

Although we find ourselves classified as being a member of the cosmetic industry and share the same dramatic growth potential and recession proof stability, this is the end of the similarity. KARDEE is basic skin care striving to promote good skin health rather than cover up -- offering our customers results rather than just hope. You want it that way and so do I.

A man will find that he can present KARDEE because KARDEE's scientific formulation, basic excellence and ability to produce results can be explained without resorting to the effeminate sales screen so often used in conventional cosmetic promotions.

A woman will enjoy presenting KARDEE because she will be sharing with others something that in her heart she knows represents the best possible value.

I am happy to report that KARDEE has unrivaled appeal and stands alone in its ability to produce results. Quality packaging and modest cost complete the reasons why customer loyalty and repeat business is outstanding. Share this opportunity with all the other members of our growing KARDEE family -- you will make more money and have a better future with greater security than you thought possible. Your success will be appreciated by others. Act now and become a franchised KARDEE dealer. Both you and I will be glad you did!

Sincerely,

WHAT IS YOUR OPPORTUNITY???

Well, in days of old, a man's security and independence depended upon a sturdy horse, a stout spear and a strong shield. But in today's complex life we still have opportunities. Only today they are more cleverly disguised . . . in the form of *money!* A REAL opportunity will give you enough money to obtain for yourself and the ones you love, ALL the things you want, a GUARANTEE that you will ALWAYS have the good things of life.

Your common sense will tell you that your whole future is based on the ability to recognize an opportunity and to acquire many new sources of income. With these basics in mind we say, and with sincerity, that this is a *rewarding future* with SECURITY and INDEPENDENCE.

There's nothing fantastic about KARDEE, because you know that without time and effort, no one has ever succeeded in any venture. On the other hand, the work is FUN and EASY because you're trained by KARDEE to build an organization. But wait . . . we're getting ahead of ourselves. Let's go back to the three basics of your opportunity with KARDEE.

1. MONEY — without limit
2. SECURITY — REAL — because it is based on incentive
3. INDEPENDENCE — because you control it

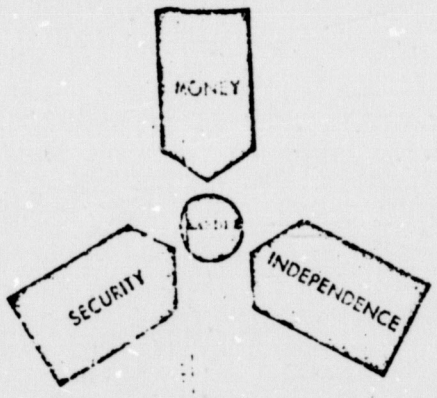
All of these are yours if you are sincere and willing to make an honest effort. You can multiply your self as many times as you wish — by building an organization whose growth is based on incentive. These built-in features work for you automatically in YOUR KARDEE opportunity.

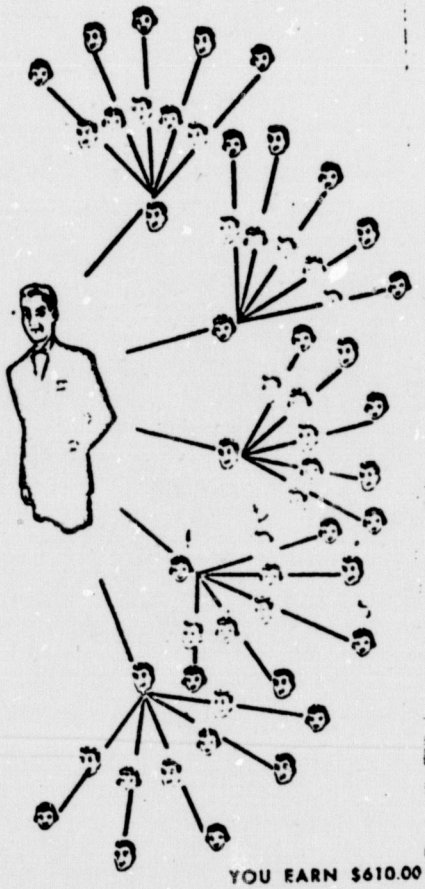
As you see your organization grows, such as the illustration on the left, you will see the dollars grow, again giving you security and independence. Your success can be limitless overnight with KARDEE. KARDEE lets you grow as fast as you are able. You can build your organization on a part or full time basis, whichever you desire. Your KARDEE opportunity is up to you!

Interested? Of course you are! Let's take a look at the unique marketing plan (on next page) used by KARDEE. Men — Women . . . you can start in your spare time if you're willing to spend the time to achieve money — security — and independence. You can . . . with KARDEE. This is the new opportunity that KARDEE offers to you. There is a place in our growing KARDEE family for *you*. Take KARDEE's golden opportunity YOUR golden opportunity. Join us . . . RIGHT NOW!

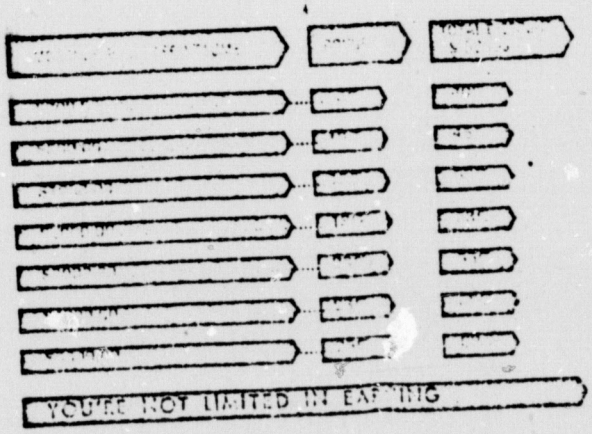
YOUR INCOME GROWS AND GROWS . . . AND GROWS . . . . AND GROWS

YOUR GUARANTEE ALWAYS...





YOU EARN $610.00



*The illustrations are based on a part time effort. Yourself and each member of your organization marketing only $109.60 of product at retail figures.

KARDEE MARKETING PLAN

- **DEALER**
  A new dealer becomes associated with Runnels Co., Inc. as an independent distributor of KARDEE products through the sponsorship of an established dealer. The new dealer buys supplies and product through his sponsor.

- **SPONSOR**
  The new dealer in turn sponsors others and is responsible to see that those he directly sponsors are trained and supplied with KARDEE. The marketing plan gives each dealer a basic discount of 35% from the retail price of KARDEE when he purchases from his sponsor. If in one calendar month, his purchases exceed $200 figured at list, he receives a bonus from his sponsor of 5%, thus giving him a total discount on that month's business of 40%. Those that he in turn sponsors and other dealers who are in turn sub-sponsored under him, have all purchases follow up the line of sponsorship, swelling the purchase volume of those above them. As his purchase volume per calendar month increases, he receives an increasing bonus according to the schedule on the left).

- When his monthly purchase volume reaches the maximum bonus level of $5,000 per month, the dealer and the organization below him sever from his sponsor and purchase directly from Runnels Co., Inc. His sponsor will receive 2% of the dealer's purchase volume of $5,000 and above. If the volume in any one month falls below the $5,000 figure, it goes into his sponsor's volume again.

- **SENIOR SALES EXECUTIVE**
  When a sales executive has in any month, in two lines of sponsorship anywhere under him, two sales executives that have a purchase volume of $5,000 or more, he is eligible to participate in the Senior Sales Executive remote overwrite plan. This plan calls for him to receive for that month, 1% of the purchase volume of the first remote (not direct) sales executive, ½% on the second, ¼% on the third in both lines of sponsorship.

- **MASTER SALES EXECUTIVE**
  When a senior sales executive has in any one month three lines of sponsorship, with a sales executive in each line doing $5,000 or more in purchase volume, this man then becomes eligible for that month in the Master Sales Executive remote overwrite which consists of ¼ of 1% on the entire volume of the line of sponsorships below him. This is shared equally by other masters in any line of sponsorship, as follows. Starting with Runnels Co., Inc. in a line of sponsorship, the first master receives ¼ of 1% on the purchase volume down to the second. The two share equally down to the third. The three share equally and so on.

- **PIONEER SALES EXECUTIVE**
  A substantial amount of stock has been reserved for Pioneer Sales Executives who will qualify by achieving a minimum volume of $5,000 a month and maintaining that volume month in and month out.

- **PIONEER MASTER SALES EXECUTIVE**
  Because Runnels Co., Inc. believes in sharing with those who build, a substantial amount of stock has been reserved for Master Sales Executives who will qualify by achieving $100,000 a month for a 12-month period according to the regulations set forth.
  These last two features of the marketing plan by their very nature are limited to the first who qualify and thus will go to those who pioneer the plan. The features and qualifications in the KARDEE marketing plan have had one "yardstick" for inclusion -- the rewards shall go to those who earn them.

© 1969 Runnels Co. Inc.

• QUALIFIED

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 140

In the Matter of: Der-Ru-Mar

Date 6/18/73 Witness _____ Reporter VB

P R P
Profit Recognition Plan

GLOSSARY OF CON-STAN TERMS

1. **RETAIL PRICE** - this is the actual price paid by a Customer for Con-Stan products. This price includes the Service and Handling charge.

2. **R.B.V.** - means Retail Bonus Value. This is the sale price of the Con-Stan products without the Service and handling charges added. Your Basic Discount (Profit), Bonus and Override are all figured on the RBV price. All awards and Promotions are based on the RBV price.

3. **BASIC DISCOUNT** - this is your basic profit that you deduct from the RBV price on every Wholesale Order that you send to the Company. You only send the balance plus the Service and Handling charge to the Company with your Wholesale Order.

4. **BONUS** - This is the Quantity Discount that you receive from the Company after the end of each month on the RBV purchases made by the Senior Consultants or Directors you have sponsored, who are still under your group. We refer to this Bonus as a Vertical Quantity Discount. The Bonus is paid each month as long as you maintain the Level which entitles you to this Bonus.

5. **OVERRIDE** - this is the Quantity Discount that you receive from the Company after the end of each month on the RBV purchases made by the Senior Consultants or Directors you have sponsored, who have graduated to the same Level you have attained. We refer to this Override as a Horizontal Quantity Discount. Ov month provided that you have suf chases as a Senior Consultant or G Group Volume as a District Direct Director each month.

6. **DISTRICT DIRECTOR GRADUATION**

Points for volume credit to mainta be awarded to a sponsoring Distric

A. 1st Level District Director Grad
B. 2nd Level District Director Gra
C. 3rd Level District Director Grad

7. **PERSONAL SALES AND RECRUITIN**

Regional Directors and District Di RBV Personal Purchases per mont RBV points toward their requirem A Director also receives an extra $ each personal recruit.

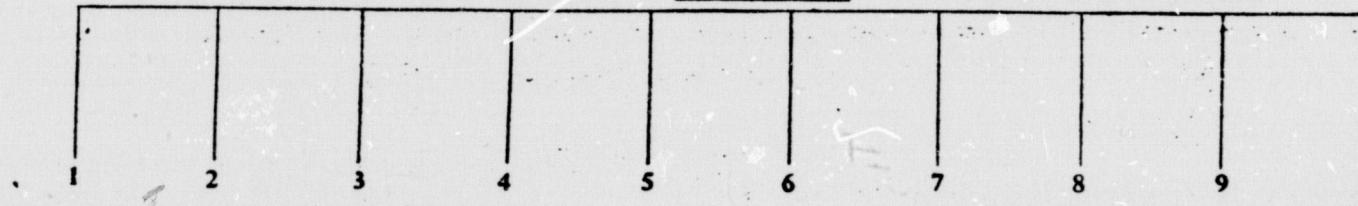
NOTE: These points to maintain.

8. **SPONSOR OF A NEW DISTRICT DIR**

The direct sponsor of a new Di can become a District Direc from self and six additional This must be done in the s month.

-275a-

SHARE THE P. R. P. YOU WITH OTHERS!



THE 10 COMMANDMENTS OF SUCCESS WITH CON-STAN

1. Set your goal! "Success is a journey, not a destination".
2. Attend ALL meetings and training classes.
3. Hold at least 3 Shows each and every week.
4. Send your Weekly Sales Summary to your DD eac and every Sunday.
5. Book at least 2 Shows from each Show you hold.
6. Always have at least 3 Shows booked each week for every 4 week period.
7. Call-back on each Hostess and Custome Service means repeat sales and more pr
8. Sponsor at least 1 new Senior Consulta
9. Train your new Senior Consultants by every Show.
10. Have at least 10 active, well-trained 1st your group at all times. You can achie

errides are paid each
ficient personal pur-
roup Director or
or or Regional

1219

POINTS

in District Director level will
t Director for six months.

luation	2000 RBV Credit
duation	1000 RBV Credit
luation	500 RBV Credit

G POINTS

rectors who have $1,000
n receive an extra $1,000
ents.
100 RBV point credit for

cannot be used to attain but only

ECTOR

strict Director with $6,000 RBV
tor, too, with only $3,000 RBV.
First Level Senior Consultants.
ame month or the following

10

r at least once every two weeks.
ofit for you.
nt each and every week.
taking at least 1 with you on

Level Senior Consultants in
e your "Hearts Desire".

SUMMARY OF ALL LEVELS, REQUIREMENTS, AND BENEFITS IN T
CON-STAN INDUSTRIES, INC. PROFIT RECOGNITION P
EFFECTIVE DECEMBER 1, 1970

ACHIEVEMENT LEVEL	PERSONAL SALES PROFIT	BASIC DISCOUNT	500 CLUB BONUS	GROUP BONUS	OVERRIDE	REQUIREMENT TO ATTAIN	REQUIREMENT TO MAINTAIN	AUTOM
REGIONAL DIRECTOR	54%	35%	5%	4% on District Directors 9% on Group Directors 14% on Senior Consultants 14% on Personal Purchases	On Regional Directors 1% - 1st Level ½% - 2nd Level ¼% - 3rd Level	$30,000 RBV in One Month from Group. A. Six DDs First Three Levels. B. Two DDs (of 6) Must be 1st Level. C. $45,000 for Three Preceding or Succeeding Months. D. Appointment by President.	$45,000 RBV per Quarter. $15,000 Each month for Override on other Regional Directors.	Lincoln Co upon appoi $45,000 R Quarter to tain.
DISTRICT DIRECTOR	50%	35%	5%	5% on Group Directors 10% on Senior Consultants 10% on Personal Purchases	On District Directors 2% - 1st Level 1% - 2nd Level ½% - 3rd Level	$6,000 RBV in One Month from Group. A. Six 1st Level Consultants B. At least $3,000 RBV from Self and 1st Level C. Balance of $6,000 from 2nd, 3rd, 4th, 5th and 6th Levels.	$6,000 RBV per Quarter. $3,000 Each month for Override on other District Directors.	Mercury M MX Sedan three conse months at RBV after ment as a D Director. $ RBV per m Company p 100%. Less than $ per month. Director ma full car pay
GROUP DIRECTOR	45%	35%	5%	5% on Senior Consultants 5% on Personal Purchases	2% - 1st Level Group Directors	$2,000 RBV in One Month and Three 1st Level Senior Consultants.	$3,000 RBV per Quarter to include $450 personal purchases. $1,500 RBV per month to include $150 personal purchases to receive Over-ride.	
SENIOR CONSULTANT	40%	35%	5%		3% - 1st Level Senior Consultants	Demo Kit	Minimum personal order per month: $150 per month in personal purchases to receive Override.	

-276a-

(FOR FULL DETAILS CONSULT BASIC MANUAL AND EXECUTIVE LETTERS)

1. Basic Discount is 35%.
2. Basic Discount is taken on the RBV - of each product involved.
3. Retail prices charged customers are higher than RBV prices. The difference is the handling charge.
4. All cash payouts are based on RBV volume from product purchases. Total RBV volume includes RBV from product and Kit volume, too.-
5. 500 Club Bonus of 5% is paid each month on at least $500 in RBV Personal Purchases.
6. District Directors can use Graduation Points to help maintain District Director Level.
7. District and Regional Directors can use Personal Purchases and Personal Recruiting Points to maintain their Level and to maintain their car and override requirements. These points can be used to maintain and not to attain.
8. Regional Directors can use the Regional Director Retirement Plan to realize the full benefits due a Regional Director.
9. District and Regional Directors, appointed within a calendar year, will receive a pro-rated quota of the annual trip requirement with a minimum of $60,000 RBV for a District Director and $350,000 RBV for a Regional Director. (Rev. 6/71)

IE IMPROVED
PLAN

OBILE	TRIP	DELUXE HOME
ntinental ntment. BV per main-	$500,000 RBV in calendar year, trip to Europe, Orient or South America. Quota increased by 10% per year for each succeeding trip.	$1,200,000 RBV in two consecutive years after foreign trip is earned. $20,000.00 RBV each month to qualify for house payments OR Senior Regional Dir. Bonus of ½% with $900,000 RBV in two consecutive years.
ontego with cutive 6,000 ppoint- istrict ,000 onth, ays ,000 kes ment.	$84,000 RBV in Calendar year trip to Hawaii, Acapulco or Bahamas. Quota increased by 10% per year for each succeeding trip.	

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 141

In the Matter of: Der-Ro: Mfg.

Date 6/18/73 Witness _____ Reporter CR

1221

RX-142

Ten Logical Considerations . . .

I Am Interested In Personal Growth.

I Long For Security.

I Desire A Challenge.

I Like Considerate, Helpful Management.

I Need Incentive Motivation.

I Am Ambitious To Make More $$$.

I Appreciate In-Demand, Past-Selling Merchandise.

I Long For Career Satisfaction.

I Want To Enjoy My Work.

I Am Anxious To Get Going Immediately.

Do You Agree With These **TEN LOGICAL CONSIDERATIONS?** *Yes? Act Now!* **T.L.C.** *Provides The Opportunity Program For Your Assured Future.*

Contact

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 142

In the Matter of: Dor-Ro-Mor

Date 6/18/73 Witness _____ Reporter VB

An Invitation To

Today's Lifetime Career

T. L. C.
Cordially Invites

To Join America's Newest & Most Exciting Lifetime Career Opportunity

1222

Marketing Program

	Supervisor	Senior Counselor	Counselor
all ATE	45%...35% Discount on all garments plus 10% REBATE on personal P.V.	40%...35% Discount on all garments plus 5% REBATE on personal P.V.	35% Discount on personal P.V.
ored ored	A- PERSONAL GROUP: 10% on Counselors. 5% on Sr. Counselors. B- LATERAL GROUPS: 2% on Directly Sponsored Supervisors.	5% on Counselors.	
	$100 Monthly Cash.		
plan			
P.V. lify. P.V.	$3,000 personal group P.V. in a calendar month to qualify. $1,500 personal group P.V. per month to maintain.	$1,000 personal group P.V. in a calendar month to qualify. $500 personal group P.V. per month to maintain.	$300 minimum initial inventory.
onal itive Mo. Mo. Mo.	$4,500 per month personal group P.V. for 3 consecutive months to qualify. No Cash Allowance 1st Mo. No Cash Allowance 2nd Mo. $100 Cash Allowance 3rd Mo.	These are illustrations of the Cash Car Allowance Program, explained in full detail in company manual. First Cash Car Allowance payment is paid 3rd month of qualifying period.	
	$1,000+	**$500+**	**$300**

1223

RX-143

DISCOUNT & REFUND SCHEDULE
of the
NUTRILITE MARKETING PLAN
is the

KEY TO YOUR FINANCIAL GROWTH
THROUGH THE DISTRIBUTION OF...

...NUTRILITE® FOOD SUPPLEMENTS
...EDITH REHNBORG® COSMETICS
...NUTRILITE HOUSEHOLD PRODUCTS

YOU HAVE THE OPPORTUNITY TO MAKE PROFITS TWO WAYS:

1. **BASIC DISCOUNT:** 35% of retail volume. All Distributors purchase NUTRILITE Food Supplements, EDITH REHNBORG Cosmetics, and NUTRILITE Household Products at the basic discount of 35%. (Example—$65.00 cash for each $100.00 retail price of products.) This gives you a 35% profit on each retail sale.

2. **REFUNDS:** Refunds are additional discounts to which Distributors become entitled by meeting requirements of the Purchase Volume or New Customer Point Schedules. The NUTRILITE Marketing Plan provides that shortly after the 15th of the month following any month in which you are entitled to a refund, you will receive a refund check from your Sponsor, based on your previous month's purchases.

   The percentage of refund is determined by using either the Purchase Volume OR the New Customer Point Schedule, WHICHEVER PRODUCES THE HIGHEST PER CENT. That per cent is then applied to the Purchase Volume for the month to determine the dollar amount of refund.

   NEW CUSTOMER POINTS (NCP) is a term used to designate points allowed when a Distributor writes and properly reports new NUTRILITE Food Supplement Yearly Savings Programs. NCP are allowed as follows:

   200 NCP for a new XX Program
   150 NCP for a new N Program
   125 NCP for a new X Program
   100 NCP for a new M Program

   PURCHASE VOLUME (PV) is a term used to denote your total purchases of NUTRILITE Food Supplements, EDITH REHNBORG Cosmetics, and NUTRILITE Household Products for any one month. Purchases of literature, samples, and supplies do not count toward Purchase Volume credit.

1224

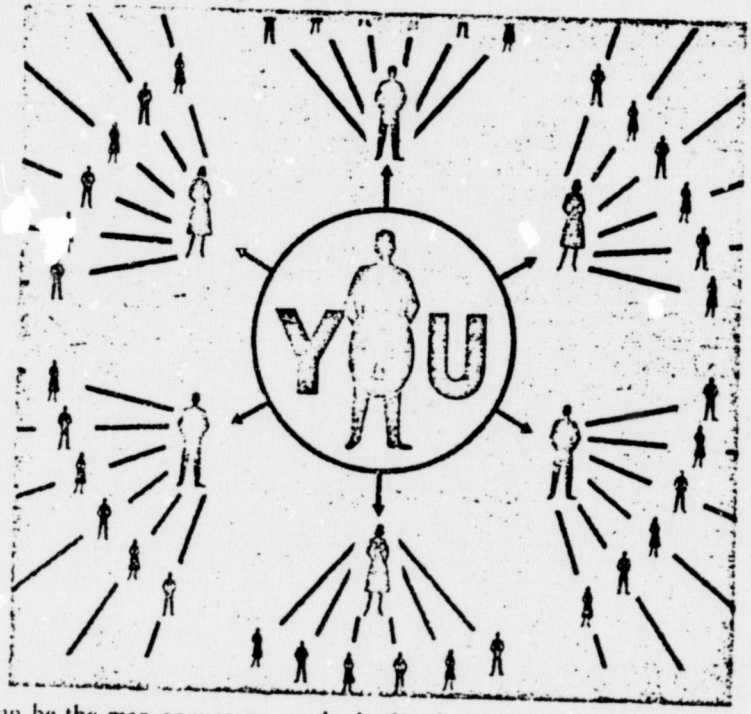
DISTRIBUTOR REFUND SCHEDULE

New Customer Points		Monthly Purchase Volume	Additional % Discount (In addition to your 35% Basic Discount)	Additional Profit Available to Group (Using Purchase Volume Schedule)	TOTAL Gross Profits Available to Group (35% Basic Plus Refund)
30,000	or	$7,500	25%	$1,875	$4,500
24,000*	or	5,500*	21%	1,155*	3,080*
18,000	or	4,000	19%	760	2,160
12,000	or	2,500	17%	425	1,300
7,000	or	1,500	14%	210	735
3,500	or	800	10%	80	360
1,500	or	250	5%	12	100

Use either the NEW CUSTOMER POINT SCHEDULE OR THE PURCHASE VOLUME SCHEDULE, whichever provides the highest per cent.

*On all Purchase Volume levels below the 25% level, it would be possible to have even greater group total profits than shown above by utilizing the NEW CUSTOMER POINT SCHEDULE. For example, a group producing $5,500 Purchase Volume is entitled to a refund of 21% on the Purchase Volume Schedule, but could achieve a refund of 25% on that $5,500 Purchase Volume by producing 30,000 NEW CUSTOMER POINTS. This would increase the total group profits from the $3,080 shown above to $3,300.

As you continue to build your group of Distributors, you will have opportunities to make additional profits. Ask the Distributor who introduced you to the NUTRILITE Opportunity about the ADDITIONAL BENEFITS available to Distributors of NUTRILITE Products.



1225

YOU can be the man or woman, or the husband and wife team in the center of this dynamic and expanding picture. This represents YOU as the focal point, the motivating influence, and the heart of your own future.

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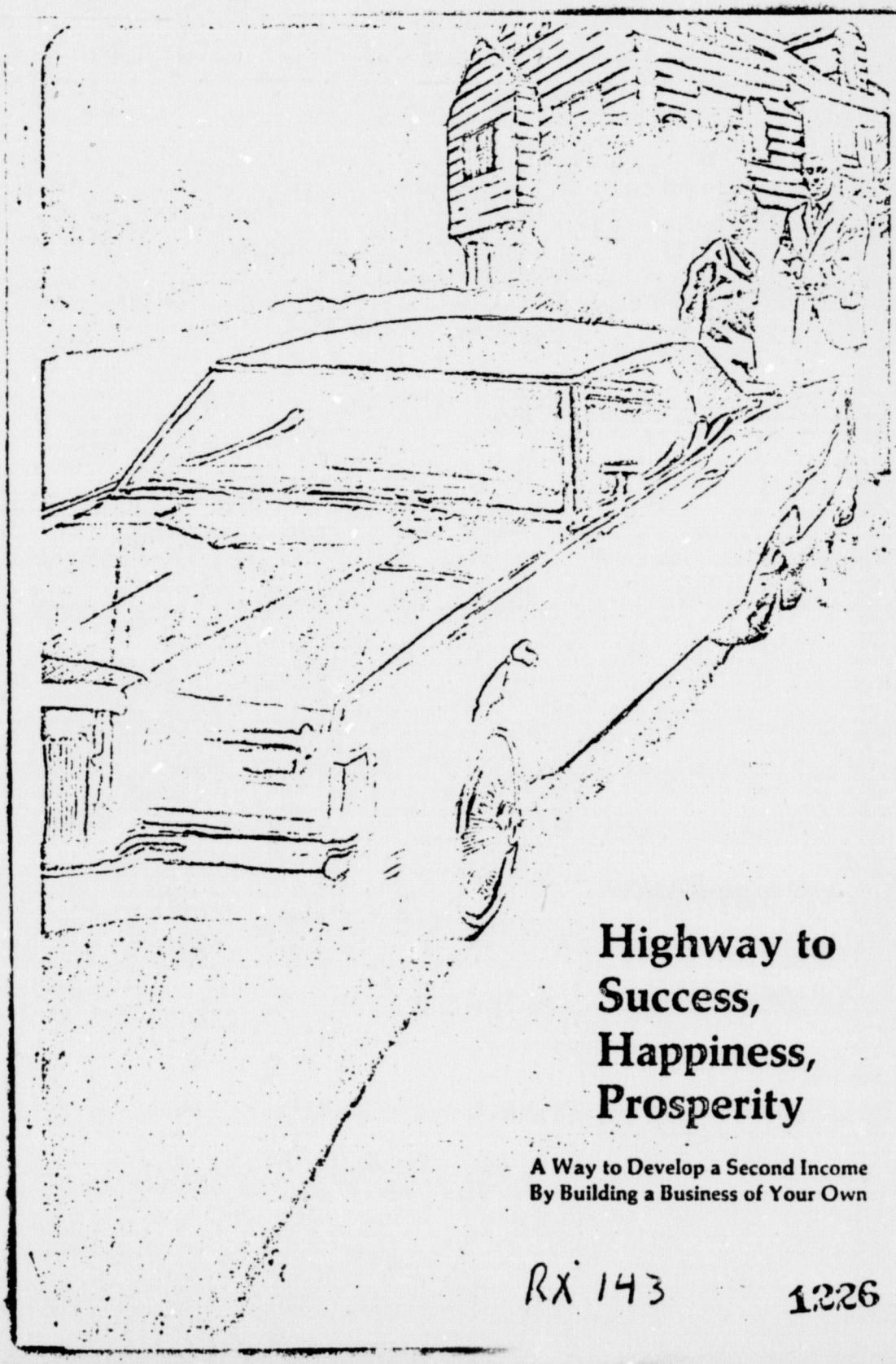


Highway to Success, Happiness, Prosperity

A Way to Develop a Second Income By Building a Business of Your Own

RX 143 1226

Added Growth Through

In the NUTRILITE Opportunity you can go as far as your ambitions, ability, and willingness to work permit. NPI places no limit on the potential!

35%
BASIC DISCOUNT

All products are purchased at a basic 35% discount. This means you make $35 when you sell $100 to customers. With a potential sale of $20 per month to each customer, you can make excellent profits on personal sales.

UP TO
25%
REFUND

You receive additional quantity discounts (Refunds) depending upon your total Purchase Volume (PV) for the calendar month. These quantity discounts range as high as 25%.

REFUND SCHEDULE

One of the main features of the NUTRILITE Marketing Plan is the ability to build a business through sponsoring others. The Distributors you sponsor purchase from you, thus increasing your profits.

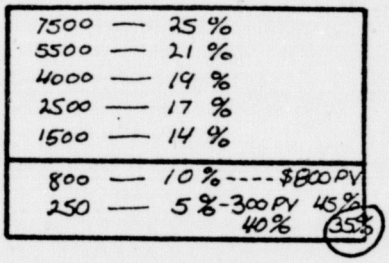
Depending upon your ambitions, your ability, and the time and effort you devote to the Opportunity, you can enjoy:	PV PURCHASE VOLUME	REFUND %
A FINE SUPPLEMENTAL INCOME – $100 or more per month working part-time.	$7,500	25%
A SECOND INCOME – $500 or more per month for an ambitious couple with one working full-time in the Opportunity.	5,500	21
AN EXCEPTIONAL INCOME – $1,000 or more per month for the people in this business who have exceptional ambition and ability.	4,000	19
	2,500	17
	1,500	14
	800	10
	250	5

1227

Sponsoring Others

TWO EXAMPLES OF Profits You Make On Personal Sales

A SUPPLEMENTAL INCOME

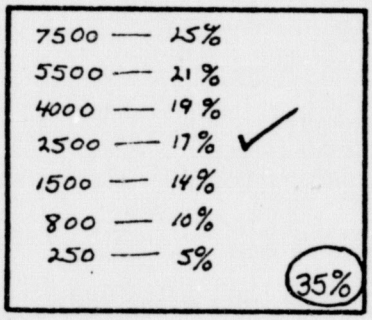


Personal Sales $300
$105 — Basic Profit @ 35%
15 — 5% Refund on $300
$120 — Total Profit (Actually 40%)

Personal Sales $800
$280 — Basic Profit @ 35%
80 — 10% Refund on $800
$360 — Total Profit (Actually 45%)

ASSUME: You Sponsor Distributors And Have A Volume Of $2500 In A Month

A SECOND INCOME



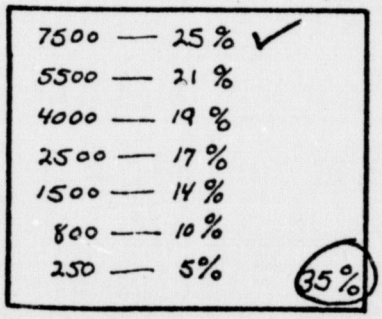
Personal Sales $800
Sales to Distributors 1700
TOTAL PV $2500

$280 — Basic Profit @ 35%
425 — 17% Refund on $2500
$705 — Total Gross Profit

$705
−85 — 5% Avg. Refund paid to Distributors on $1700
$620 — TOTAL NET

ASSUME: You Sponsor More Distributors And Have A Volume Of $7500 In A Month

AN EXCEPTIONAL INCOME



Personal Sales $800
Sales to Distributors 6700
TOTAL PV $7500

$280 — Basic Profit @ 35%
1875 — 25% Refund on $7500
$2155 — Total Gross Profit

$2155
−670 — 10% Avg. Refund paid to Distributors on $6700
$1485 — TOTAL NET

There are six other profit-making features of the NUTRILITE Marketing Plan: 3% Key Bonus, 1% Indirect Key Bonus, Senior Key Bonus, Free Freight Policy, Inventory Credit Plan, and Vested Interest Plan.

What the NUTRILITE

A DISTINGUISHED PROFESSION

A high percentage of today's top business executives were originally salesmen and actually continue to be salesmen—selling ideas, concepts, and programs. Good salesmen today are highly respected professionals because "nothing happens until somebody sells something." Other professions may become computerized but the selling profession can never be computerized because the salesman specializes in ideas and motivations. It is one of the most creative of all professions.

PRODUCTS OF A FINANCIALLY SOUND COMPANY

NUTRILITE PRODUCTS, INC., has an impressive past and looks toward a brilliant future. The prototype of the product was first sold in 1934. The Marketing Plan was introduced in 1945. Today NPI has extensive acreage, buildings and equipment in Buena Park and Lakeview, Calif., and in Crest Hill, Ill. It is a well-established company with flawless credit and an excellent reputation for integrity and stability.

PROGRESSIVE, RESEARCH-ORIENTED COMPANY

NPI has a technical staff comprised of chemists, biochemists, chemical engineers, entomologists, and other highly skilled technicians drawn from all over the world. Having pioneered in the field of Food Supplementation, NPI continues to pioneer in the development of unique beauty preparations and household products, as well as in the area of biological insect control.

COMPANY WITH WARM, HUMAN RELATIONS

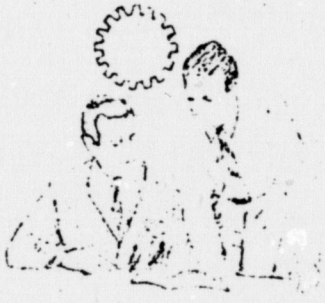
The NPI staff has a vital personal interest in the success and happiness of Distributors. Similarly, Key Distributors and Sponsors take a personal interest in each new Distributor.

1229

Would These Things

BUSINESS OF YOUR OWN
Participate in the Free Enterprise System...choose your own working hours...be your own boss.

PROFESSIONAL-TYPE CAREER
Status as a well-dressed, knowledgeable professional. Respect and admiration for your abilities.



PRESTIGE IN YOUR COMMUNITY
Be looked up to as a successful business person...join civic organizations.

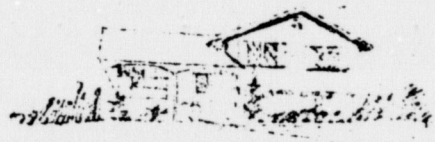
OPPORTUNITY TO MEET NEW PEOPLE
A full social life with other interested and interesting people in the business...customers who become personal friends.

1230

What do

A MORE MODERN HOME

A gracious new home...remodeling for more space...the addition of another room?

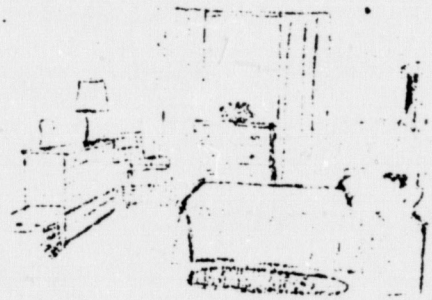


NEW CLOTHES

Elegantly tailored suits...the expensive designer look...better school clothes for the children?

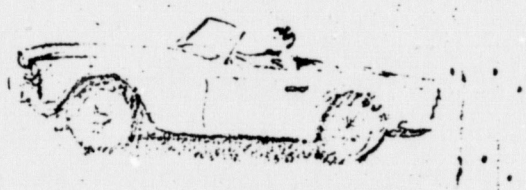
NEW FURNITURE

A new bedroom suite with king-size bed...plush new carpeting... gleaming new dishwasher or refrigerator?



BETTER CAR

A second or third car for a son or daughter...a deluxe new Continental or Cadillac...a sports car with all the extras?



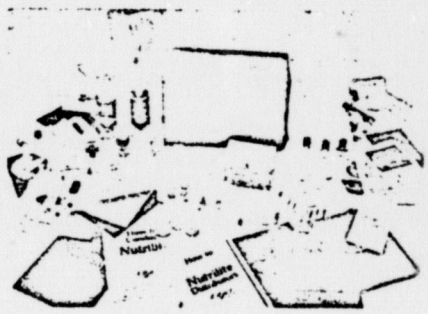
1231

A Whole New

Tools for Success

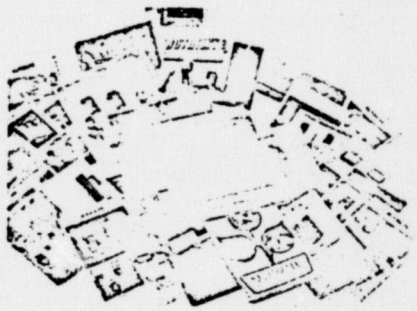
PROFESSIONAL TRAINING TOOLS

A comprehensive training program...a Basic Kit...an excellent array of samples and demonstrators... easy-to-understand training manuals with proven sales techniques. A word-by-word, step-by-step plan for success.



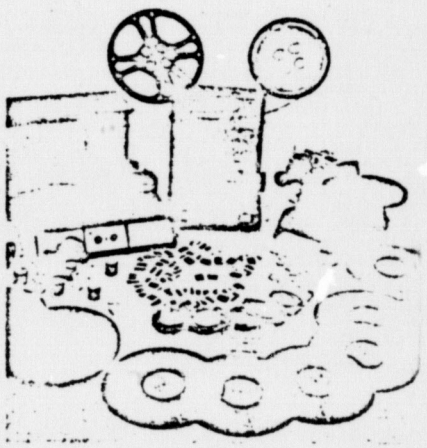
COLORFUL LITERATURE

Full color catalogs...an outstanding Food Supplement Presentation booklet ...Monthly Special Brochures... individual product circulars and many other helpful pieces of literature.



AUDIO-VISUAL TRAINING

A full-color movie — THE NUTRILITE SUCCESS STORY — tells the exciting story of the company's progress and takes the viewer on a tour of the NUTRILITE research and manufacturing facilities. A wide variety of Filmstrip/Records is also available — some concerning products...some concerning salesmanship and motivation...some concerning the NUTRILITE Opportunity. All designed to help Distributors do a better job of selling, sponsoring, and training.



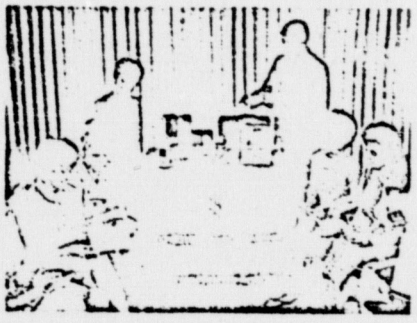
Are Provided

PERSONAL DEVELOPMENT

Every effort is made to assist NUTRILITE Distributors in the development of their own capabilities. Training and motivation meetings are held regularly. Inspiring conventions are held at regular intervals. In addition, NPI conducts many leadership seminars for NUTRILITE Key Distributors.

SALES TRAINING

In addition to the printed sales training materials made available to Distributors, training classes are offered regularly by many NUTRILITE Key Distributors. Personal training and guidance are also available.



BUSINESS TRAINING

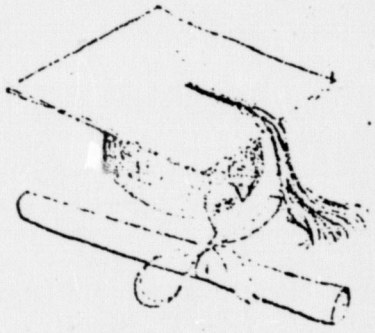
Manuals and guides are provided for assistance in conducting a successful, efficient business. When you reach the level of Key Distributor you will also qualify to attend New Key Information Seminars held periodically during the year at NPI's headquarters in Buena Park, California.

The examples of profits used in this booklet are for the purpose of illustrating the NUTRILITE Marketing Plan. It should be understood that distributorships vary, just as individuals vary. Suggested retail prices are used in computing these examples.

1233

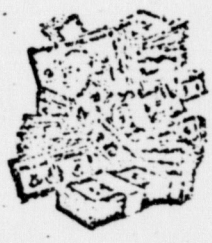
you want?

TRAVEL
A trip "back home" to see the folks ...a vacation in Europe or the Orient ...the fulfillment of a years-long dream of travel to far places?



CHILDREN'S EDUCATION
A college education...private school for a gifted child...art or music lessons...other extras?

PAY EXISTING BILLS
Mounting medical bills...installment payments...get overdue debts off your mind?



EXTRA SPENDING MONEY
The difference between existing and enjoying...money to [illegible] your standard of living and [illegible]re of the good things?

Way of Life?

1234

Enrich Your Life?

CLOSER FAMILY RELATIONS

Operate as a husband-and-wife team ...share interests...let the children help and learn good business practices.

RECOGNITION

Receive awards for your accomplishments...enjoy the thrill of setting goals and achieving them through your own efforts.

DEVELOPMENT OF LEADERSHIP SKILLS

Learn how to become an effective leader. Learn how to sponsor others ...how to train...how to inspire and motivate people.

PLAN YOUR SECURITY

Establish a business that can continue to grow and bring you profits that increase as you build.

Opportunity Offers

THREE DISTINGUISHED PRODUCT GROUPS

The original product was NUTRILITE Food Supplement, followed by EDITH REHNBORG Cosmetics in 1958 and NUTRILITE Household Products in 1964. Nutritional products are much in the limelight today. The cosmetics industry is a $4,000,000,000 industry continuing to grow at approximately 10% annually and considered recession-resistant. Household products are heavily consumed and annual sales are in the multibillion dollar bracket.

HIGH QUALITY PRODUCTS

Quality and integrity go into each of the products manufactured by NPI. They are painstakingly researched and manufactured under the highest standards of quality control. Both the cosmetics and the household products carry a money-back guarantee of satisfaction.

POPULAR-USE PRODUCTS

Food Supplements are eaten regularly every day... cosmetics and household products, too, are used regularly every day. Therefore, these are products that can be sold in every home. **Everyone** is a prospective customer. The average household spends approximately $250 per year on the type of products produced by NPI.

NONSEASONAL, REPEAT PRODUCTS

All three product groups are used year-round — summer and winter...spring and fall. They are also products that are consumed on a regular basis, meaning repeat sales month after month.

1236

Where Are You Going?

Where do you stand today? Are you making as much money as you would like to make? Do you enjoy the work you're doing? Do you feel confident you can progress with your present job? Are you building an income for your retirement years?

If you would like to enjoy the many advantages of being an independent business person and grow with a growing company, the NUTRILITE Opportunity may be the realization of your dreams and ambitions.

It can be the source of a supplemental income . . . a second income . . . or an excellent income. It can be whatever you make it.

Start today using NUTRILITE Products and discover their unique quality for yourself. Ask your NUTRILITE Distributor how you can be sponsored in the exciting NUTRILITE Opportunity.

Act today!

Your NUTRILITE Distributor

1237

91600-15-170

COMMAND PERFORMANCE, INC.

P. O. BOX 459 • RICHARDSON, TEXAS,75080 • PHONE 214/238-9688

OPAL JONES
76 ALPINE VIEW
GADSDEN, ALABAMA 35901
PHONE 547-4247

RX 144

COMMAND PERFORMANCE OPPORTUNITY PROGRAM

Classification Title	R.P.V.	Discount	Maintain Per Month
Consultant	$ 300.00 - 800.00	40%	$ 100.00
Senior Consultant	800.00 - 1,500.00	43%	400.00
Jr. Director	1,500.00 - 3,000.00	45%	750.00
Director	3,000.00 - 6,000.00	50%	1,500.00
Senior Director	6,000.00 - 15,000.00	55%	3,000.00
Executive Director	15,000.00 and up	60%	10,000.00

To qualify for over rides, a sponsor must have a personal sales volume of $200.00, or a buy-in recruit to indicate that he or she is actively working in the business.

To become a Consultant, you must purchase a $300.00 kit for fitting and training purposes. The sale of this merchandise gives you a profit of at least $180.00.

Automobile Allowance: To earn an allowance from the company, you must first become a Director by purchasing within one month $3,000.00 worth of products which entitles you to 50% discount. Once this is accomplished, you must then purchase $6,000.00 for two consecutive months - - - 70% of each month's volume must be retailed. When this has been accomplished, you will receive a car allowance of $132.00 per month - - - unless you fail to maintain a minimum R.P.V. of $3,750.00, which is the required minimum retail volume to maintain the allowance. If the Senior Director's R.P.V. falls below the required minimum, no car allowance will be paid for that month.

No one can buy in any higher than as Senior Director which is $6,000.00 Retail and entitles them to 55% discount.

When a Senior Director sponsors a Distributor that becomes a Senior Director, the R.P.V. of the sponsored Senior Director is split from their Sponsor's R.P.V. - - but the Sponsoring Senior Director receives a 3% override on their Sponsored Senior Director's R.P.V.

A sponsoring Executive Director receives a 3% override on the R.P.V. of their sponsored Executive Director.

When a Consultant reaches the R.P.V. of $800.00, the Consultant has earned the status of Senior Consultant - and the purchase discount of 43% is effective the first of the following month. No bonus is due on the R.P.V. of the qualifying month. This applies to all levels.

When a Senior Director becomes an Executive Director, the R.P.V. of the Senior Director of the new Executive Director will be added to that of the Executive Director, and the Executive Director (whose purchase discount is 60%) receives 5% on all directly sponsored Senior Directors and 2% on all Senior Directors indirectly sponsored into the Executive Director's organization, one level down.

NOTE: If a Senior Director sponsors a Distributor who becomes an Executive Director - - - that Executive Director will push the sponsoring Senior Director up to the purchasing Discount level of 60%. But, if the Senior Director sponsoring the new Executive Director does not have a monthly maintenance volume of $10,000.00 - the sponsoring Senior Director will not be able to retain the position of Executive Director and will not be entitled to receive the override of 3% on the Executive Director's volume. She will, however, be entitled to purchase at 60% because the sponsored Executive Director's R.P.V. (if the minimum is maintained, of course) will entitle her to the 60% discount.

When a Senior or Executive Director falls below their required minimum R.P.V., and does not have a sponsored Director's R.P.V. to maintain their discount, the subject Director need only reach their required minimum R.P.V. to re-establish themselves as a qualifying Senior or Executive Director to maintain their automobile allowance and to receive overrides earned.

If there is an Executive Director above the Senior Director sponsoring the Executive Director and if - and as long as the sponsoring Senior Director does not maintain the minimum R.P.V. and therefore does not receive the 3% override - - the Distributors will "Close ranks" - and the Executive Director - above the new Executive Director will receive the 3% override - - and so on through the organization.

When the sponsoring Senior Director is able to build her own business so as to be able to earn and maintain her position of Executive Director, she will then be able to take her rightful position and earn the overrides due her on sponsored Senior Directors. The foregoing rule, would apply to the Senior Director level, also.

1233

YOU NEVER LOSE YOUR DISTRIBUTORS!

Question: "What happens, if a Consultant or Director under you should leave the business for any reason - - and she had consultants under her? What happens to those Consultants?"

The answer is very simple. The Consultants under the departing Consultant or Director would come up to the departing Consultants sponsor - - - or, as they call it - - "You close ranks."

THE R.P.V. OF A SPONSORED SENIOR DIRECTOR OR EXECUTIVE DIRECTOR WILL MAINTAIN YOUR POSITION

If you are a Senior Director, and you have a recruit that also becomes a Senior Director, you must maintain your minimum R.P.V. of $3,000.00 per month to receive the 3% override on your sponsored Senior Director's R.P.V. If you fall below the $3,000.00, you will lose the override but you will not lose your position of Senior Director - - because, as long as your sponsored Senior Director's R.P.V. and your group's R.P.V. combined, total $3,000.00, you will remain a Senior Director and are entitled to purchase at 55%.

If you are receiving a car allowance earned by doing $3,000.00 one month and $6,000.00 R.P.V. for two months in a row - - that $6,000.00 R.P.V. had to be your own Group's R.P.V. and to keep the allowance, the $3,750.00 must be maintained by your own group - - in other words, your sponsored Senior Director's R.P.V. will not maintain your car - - this must be done by your own purchases - - for you, the Senior Director, and your group purchasing through you.

PERSONAL GROUP R.P.V. EARNS A CAR ALLOWANCE

When earning the car allowance, the R.P.V. must be your own personal group R.P.V. - - in other words:

The first month you reach $6,000.00 R.P.V., it may be because a Consultant under you reached the $6,000.00 R.P.V. within one month. They cause you to become Senior Director and have earned for you one month toward your allowance.

But remember, that your sponsored Senior Director's R.P.V. is separated from yours, as of the first of the following month - - and as of the next month, you must reach a R.P.V. (you and the group purchasing through you) of $6,000.00 for two more months.

"EMERGENCY GRACE PERIOD"

Command Performance recognizes that emergencies could keep a Distributor from actively conducting his Command Performance business. Therefore, their R.P.V. could fall below the required minimum R.P.V. to maintain their current status and discount.

If sufficient cause is established for a temporary inability to maintain the required minimum R.P.V., the distributor will not be set back to a lower position and discount.

"EXECUTIVE DIRECTORS REQUIRED MINIMUM GRACE PERIOD"

When an Executive Director loses the R.P.V. of a sponsored Senior Director, because the sponsored Senior becomes an Executive Director, the sponsoring Executive Director will be given a "Grace Period" as follows:

The first month (after the new Executive Director's R.P.V. is split from the sponsoring Executive Director's R.P.V.) the sponsoring Executive Director need only maintain $3,000.00; 2nd month - $6,000.00; and the third month $10,000.00.

All overrides will be paid to the sponsoring Executive Director if, at least, the above minimum R.P.V. are maintained and their automobile allowance will also be maintained.

AUTOMATIC DIRECTORS!

If a Distributor sponsors a Distributor who either buys in as a Director - - or works up to the Senior Directorship level, all distributors in the organization above the sponsoring distributor will automatically be credited with the purchasing

R.P.V. of the Distributor reaching a higher level, such as Director or Senior Director because the R.P.V. of $3,000.00 (or more) is added to the R.P.V. of the group and promotes all to the Director's or Senior Director's level.

The automatic Director's as well as the new working Director will, during the following month, have to maintain R.P.V. of the new position to keep the position and to earn any overrides due on the sponsored Director's R.P.V.

DISTANT SPONSORING

Very often the question arises regarding Distant Sponsoring. For instance:

Recently, someone in Louisiana asked if she could sponsor a relative living in Boston, Mass., into her organization to sell products.

I asked her if she was prepared to go to Boston to recruit her, train her in fitting and selling our products, and to help her hold Bra showings and to recruit. She said, "no", and asked me if we had anyone in that area to help her relative to sign-up and get started.

That really isn't fair! The time someone spends introducing the product, explaining the business, teaching the fitting and selling techniques, etc. could very well be spent doing all of this for her own recruit.

Since this does come up so often, it is clear that a ruling should be made on this matter. I have talked to many Distributors and it is generally agreed that the following ruling is fair and reasonable.

Ruling: When a Distributor wishes to sponsor a possible recruit who lives sufficient mileage apart from the person desiring to sponsor her - - and if the person is not prepared to go there, introduce and train the fitting and sale of our products and to make at least four trips there per year to continue to assist and motivate her recruit, then it is not permissable for that person to sponsor the distant potential recruit.

In the above case, the "Finder" wishing to recruit the too distant potential recruit may inform the company of this person and the company will notify a Director (or Distributor) in the distant area to contact and sponsor the potential recruit.

As a compensation for referring the recruit to the company, the Finder will receive 3% of the R.P.V. of the new recruit for a period of six months to be deducted from the Director's or Distributor's established override on the new recruit. Said R.P.V. will not be added to the R.P.V. of the Finder. After six months, the new recruit is completely and automatically released to her sponsor by the Finder.

NOTE: For the person to be eligible for the 3% Finder's - Six Month's Bonus, the Finder must first contact the person whose name she wishes to submit to the company and must definitely understand that the person is interested in the Command Performance Business Opportunity.

Any product sold to the Potential Recruit, for personal use, during the interview by the contacting Distributor will be considered the personal sale of the contacting Distributor - - and no bonus will be due the Finder on such a sale.

The Finder must be maintaining her required minimum R.P.V. for her position to receive the 3% bonus. But the minimum of $100.00 per month (as Consultant) will be required to receive the Finder's Bonus - (or more, as the Finder's position, discount and required R.P.V. increases.) No one may participate in "Distant Sponsoring" unless she is, at least, a Consultant and maintaining her minimum R.P.V.

This kind of Distant Referral for Recruiting is also permissible between the countries, and areas of the United States, Canada and Puerto Rico.

RETIREMENT PROGRAM

When an Executive Director has Five (5) Directly Sponsored Executive Directors, they may receive the override on their directly Sponsored Executive Directors - - provided:

A. They maintain a minimum R.P.V. of $6.000.00 for the following two year period, at which time, a minimum is no longer required.

B. Before the above 3% overrides are paid to the subject Executive Director, the sum of $300.00 (3% of the normal required minimum R.P.V. for an Executive Director - - $10,000.00) will be first paid to the sponsor of the subject Executive Director.

When the subject Executive Director no longer maintains a R.P.V. and becomes inactive, while paying the minimum R.P.V. of $300.00 to their sponsor and collects the overrides on their five or more sponsored Executive Directors - the car allowance will be discontinued.

SOURCE OF SUPPLY

Consultants within a 50 mile radius of their sponsor will purchse from their Sponsor.

District Directors and Regional Directors must purchase from the Company Warehouse so as to qualify for the automobile allowance and for any increased privileges and/or discounts.

Command Performance reserves the right to service any distributor directly, should a problem arise in collecting payment for product from a servicing sponsor and no commissions or overrides will be paid to the servicing sponsor who fails to handle his financial commitments in a responsible manner.

METHODS OF PAYMENT

Checks must accompany all orders. If a check is returned for insufficient funds, no more merchandise will be shipped until it is made good. If it happens a SECOND time, CASHIER CHECKS OR MONEY ORDERS will be required from then on. NO PHONE ORDERS will be accepted.

TRAINING

Following your initial training period, you are expected to attend or conduct a minimum of one training meeting each month. The most successful groups will meet more often to learn and discuss the fine points of fitting, recruiting, sales, business management, etc. If, at least, two meetings a month are not available for you to attend, please notify the home office.

FREE HOSTESS GIFTS

When a customer has purchased her first girdle, bra, or other product at full retail price, she may EARN others with "SHOWS" as follows:
The cost of these gifts, to every position, will be 63% discount off retail price. They should be ordered on separate order forms (do not include on regular order) and accompanied by a signed HOSTESS FORM listing the names of those fitted at the show. No volume credit is given on Hostess Gifts.

SALES TAX

Pertains to distributors in Louisiana only. 2% Tax of wholesale on product and accessories. (If residing in Lafayette Parish, 4% of the total cost of accessories plus YOUR cost of the product must accompany all orders.) Louisiana law requires Command Performance, Inc. to pay this tax for you. This will necessitate your keeping records of sales tax paid C.P., Inc.

SUPPLIES

There is no discount on supplies. The cost, as indicated on the price list, is the same to all positions.

DELIVERY TIME

All orders are processed within 2 days after they are received in the office and shipped by the fastest route . . . in most cases Air Mail. Please instruct your recruits to allow time for literature, as all literature will be shipped by Parcel Post.

POLICY AND PROCEDURE CHANGES

Any change will be announced to every Distributor in writing at least 15 days prior to going into effect.

ADDRESS ALL CORRESPONDENCE TO:

COMMAND PERFORMANCE, INC.
P. O. BOX 459
RICHARDSON, TEXAS 75080

1213

BASIC BRA KIT PRICES
(Prices include supplies, shipping, and handling)

KIT NO. ONE... Retail value $ 308.70 Plus $ 10.50 in supplies.
Total Retail Value - $ 319.20 Enclose check for $ 202.10

KIT NO. TWO... Retail value $531.75 Plus $ 10.50 in supplies.
Total Retail Value - $ 542.25 Enclose check for $ 340.40

KIT NO. THREE. (Junior Director II)
Retail value $1515.60 Plus $ 10.50 in supplies.
Total Retail Value - $ 1526.10 Enclose check for $ 874.39

NUMBER 1 KIT

STYLE	QTY	CUP SIZE	
103	1	C	1/32
	2	CC	1/30 1/34
	3	D	1/28 1/32 1/34
	4	DD	1/30 1/32 1/34 1/36
	5	E	1/28 1/30 1/32 1/34 1/38
	4	EE	1/30 1/32 1/34 1/36
	2	F	1/32 1/36
	2	FF	1/34 1/38
	2	G	1/32 1/36
603	1	D	1/30

NUMBER 2 KIT

103	1	C	1/30
	4	CC	1/28 1/30 1/32 1/34
	5	D	1/28 1/30 1/32 1/34 1/36
	5	DD	1/28 1/30 1/32 1/34 1/36
	6	E	1/28 2/30 1/32 1/34 1/36
	5	EE	1/28 1/30 1/32 1/34 1/36
	6	F	1/28 1/30 1/32 1/34 1/38 1/42
	4	FF	1/30 1/32 1/34 1/36
	3	G	1/28 1/30 1/34
	3	HH	1/30 1/32 1/40
603	3	D	1/30 1/32 1/34

NUMBER 3 KIT

103	4	C	1/26 2/28 1/30
	15	CC	1/26 4/28 4/30 3/32 3/34
	16	D	1/26 5/28 3/30 3/32 2/34 2/36
	16	DD	1/26 5/28 3/30 2/32 3/34 2/36
	18	E	1/26 4/28 4/30 2/32 2/34 2/36 2/38 1/40
	18	EE	1/26 4/28 4/30 4/32 2/34 2/36 1/38
	12	F	1/26 3/28 3/30 3/32 2/34
	9	FF	2/28 1/39 2/32 2/34 1/36 1/38
	8	G	2/30 1/32 2/34 1/36 1/38 1/40
	3	GG	1/30 1/32 1/34
	2	H	1/28 1/30
603	3	E	1/30 1/32 1/38
	2	F	1/34 1/36
	2	G	1/38 1/40

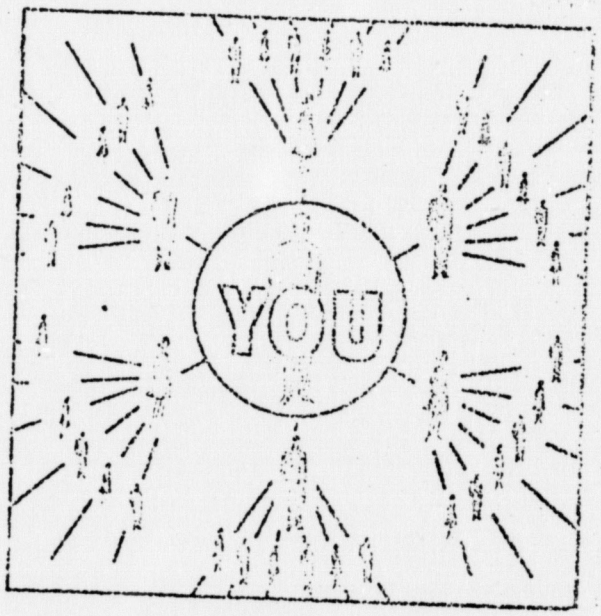
1244

THE FIGURETTE COUNSELOR'S OFFICIAL POLICY AND PROCEDURE

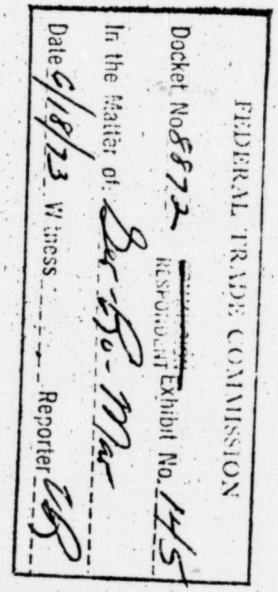
A FIGURETTE COUNSELOR is one who has purchased a sample inventory and has learned to fit and sell Figurette products. The Counselor may also sponsor other Counselors in the business, thereby building a foundation for their future.

The maximum allowable purchase is $1000 sample fitting inventory. Suggested sample inventories are composed of Figurette's merchandise totaling $1,000, $750, $500, or even $300; purchased at 35% off retail. Any sample inventory from $300 up qualifies a Counselor for a 5% bonus.

THE MAN IN THE MIDDLE



Whatever the mind can conceive and believe the mind can and will achieve



A SENIOR COUNSELOR is a qualified Counselor whose group volume has reached $5,000 in a calendar month, thereby qualifying them to a 15% bonus. This guarantees the Senior Counselor a minimum of 10% bonus on all Counselors in this group.

His responsibilities are to train his Counselors, both personal training and regular training meetings and to carry a sufficient stock of merchandise to supply his people.

MAJOR COUNSELOR, the coveted goal of all Figurette Counselors, is achieved by a purchase volume of $20,000 in a calendar month. These are the cumulative purchases of a Counselor and their entire group, including purchases of their Senior Counselors. With this volume the Major Counselor receives a 20% bonus. After each bonus bracket has been reached the Counselor may drop back to one-half the qualifying volume and still maintain their percentage. If one drops below they must requalify at the original figure.

1245

AUTOMOBILES

A Senior Counselor can qualify for a new Mercury or equivalent car of their choice by purchasing $5,000 P.V. for two months in a row. They qualify the fifteenth day of the month following the second month of $5,000 P.V. The quota needed to maintain and drive the car free of charge will be established at the time of qualification. Cars are leased for two years at which time they may turn it in for another new one. Quotas will vary according to style and equipment desired by the Counselor.

A Major Counselor qualifies for a Lincoln Continental or a Cadillac DeVille on the same basis as the Mercury qualifications, $20,000 P.V. for two months in a row and $10,000 monthly, thereafter.

GOLD STANDARD & PURCHASE VOLUME

Gold Standard qualifies the Senior or Major for full overrides. Gold Standard is $5,000 per month Personal Group Purchase Volume for Senior Counselors and $10,000 per month for Major Counselors.

Purchase Volume, or P.V., is the retail value of all merchandise purchased less the surcharge. P.V. does not apply to supplies.

REFUND BONUS — All bonuses will be paid to Seniors and Majors from the home office on the 15th of the month following deadline; so each Counselor so entitled will receive a refund check before the end of the following month. Bonuses to be paid in order, following the line of sponsorship.

THE GOLDEN RULE will be our guide in all our business dealings. Figurette products and the business opportunity will be presented to customers and prospects with absolute integrity.

Be Courteous and prompt in handling complaints as well as orders and follow up on all sales to make sure you have satisfied customers. Be sure your conduct reflects the highest standards of integrity and responsibility. Remember that each thing you do or say may be multiplied a thousand times throughout the nation.

COMMUNICATIONS AND CORRESPONDENCE

A Counselor deals directly with their Senior or Major Counselor, not with the home office. They order from and communicate with their Senior or Major. The Senior or Major Counselor is, in effect, the Counselor's "home office". The Senior and Major Counselor deals directly with the home office. He maintains an adequate inventory of merchandise to supply his group needs.

Direct all questions, letters and inquiries, as well as orders and returns, to your Senior or Major Counselor. Your sponsor has most of the answers or he wouldn't be in his position. Always Remember — he was smart enough to sponsor you.

In event of change of address, forward the new address through your Senior or Major Counselor to the home office as soon as possible so that the mailing list and files may be maintained up to date.

ORDERING PROCEDURES

All orders by Counselors, Senior Counselors and Major Counselors must be made out in duplicate and accompanied by cash, money order, or check. Counselor's orders along with their remittance are forwarded to their Senior or Major, not to the company. Orders submitted to the company by the Senior and Major Counselors will be accompanied by their own check. Second party checks cannot be accepted. (In the event of a problem with a check all future orders will be paid by cashier's check or money order until Counselor has established proper credit.) Out of town orders by Counselors should be accompanied by Certified Check or Money Order.

1246

Telephone Orders are only for emergencies. All confirmations must be sent Airmail Special Delivery. You must include your check with the original and one carbon copy of the order. Please write telephone confirmation on the top of the order to help eliminate duplicate orders. If order payment is not received any later than day following phone order no further telephone orders will be accepted.

Orders Shipped from the home office are to be directed only to Senior and Major Counselor from whom ordered. Orders cannot be split or drop-shipped to other than said shipping point.

Check Orders upon receipt of the merchandise and notify the home office immediately of any discrepancy.

Returned Garments must be clean, marked as to defect and labeled with name of Senior or Major Counselor, size of garment and the reason for the return and accompanied by sales slip.

DEADLINE DAY

Counselors deadline is the first day of the month. On this day and this day only, P.V. credit may be allowed for the previous month or the coming month.

P.V. transfers must be postmarked no later than midnight the second day of the month. Also notification of new Seniors and Majors. This must be done in writing. Airmail Special Delivery or wire is suggested.

Senior & Major Counselor deadline day is the fifth of the month. Orders from the first through the fifth may be credited to either the previous month or the coming month. *If not specified on order, it will automatically be credited to the previous month.* All deadline orders and money must be in the home office by the fifth, as the office will be closed on the sixth and seventh of each month for inventory. Each order received after the fifth will be credited to the following month. *There will be no exceptions to this rule.*

COUNSELOR CONTACTS

Customers: Counselors shall contact their customers at least once every sixty days to make sure that they are happy with their merchandise. This protects the customer for you and you will get many leads by showing an interest in your customers.

Prospects: When a prospective customer or Counselor is contacted, the person who first contacts them has the exclusive right to sell to or sponsor this person for thirty days. At the end of thirty days the prospect may be approached by another Counselor who has the right to this party for the following thirty days, except that the first Counselor contacting may still sell to or sponsor the party. For the following thirty days the same procedure is followed. A contact means a personal visit, telephone call or letter.

There are no franchises or territories. Counselors may sell to and sponsor people any place in the United States or its territories.

A corporation may not become a Figurettes Counselor. A Counselor may, however, conduct his business through a corporation. Husbands and wives must be sponsored as partners, they may not sponsor each other.

They should each fill out and sign an application if the sales organization is to be owned by the husband and wife. Partnerships other than husband and wife are discouraged by the company.

1217

THE RIGHT TO SPONSOR other people in the business is a privilege. To have this privilege, one must be a Figurette Counselor in good standing. If one sponsors other people and does not fulfill the sponsorship and requirements, that is, carrying an adequate inventory of merchandise and supplies, holding sales and training meetings, paying bonuses on time, etc., they shall lose their sponsorship rights. Their Counselors will pass to the next qualified Counselor.

COUNSELOR APPLICATION FORMS should be completed in full for each Counselor you sponsor. Senior or Major Counselors will forward the original to the home office and retain the copy for their files.

LITERATURE is available from Senior and Major Counselors and from the home office. Counselors *shall not print* or have printed any promotional material without prior consent in writing from Figurettes, Inc. This is for your protection. Have copy for advertising approved in advance by Senior or Major Counselor or use company approved copy or layouts.

Yellow Pages -- Seniors and Majors ONLY may list in the Yellow Pages with Figurette's. No other product may be listed in conjunction with the copyrighted trademark.

The name Figurette's may not be used as the first word in a company name. Nor a city, state, county, or location used as a first name. Such as Figurette's of Scottsdale or Scotsdale Figurette's. These are taboo.

Please consult your Counselor Manual for further details regarding policy and procedure.

Factory Tours -- Appointments must be made ahead of time in writing, listing all people who will attend. All tours are on SATURDAY ONLY with a maximum of 6 people at a time. The tour must be limited to Counselors only.

Due bill should be paid on receipt of statement. If not, they will be deducted from bonus check the following month.

1248

FIGURETTE MARKETING PLAN
Explained by

Before you consider building a business of your own, you must have FAITH. FAITH in yourself, and FAITH in the product. Women, be sure that you have been fit in the Figurette Bra and Girdle and have experienced purchasing one from the person who first introduces you to the products. Men, have your wife, mother, sister, or some lady try on the product and give her honest opinion, so that you will know that FIGURETTES are the best in women's lingerie. In addition to the bra and girdle, there is also a Longline Bra and a Support Sleep Gown.

How do you go about becoming a FIGURETTE COUNSELOR and building a business of your own? You must have filled out a Counselor's Application and you must have purchased a Sample Inventory of Figurette products from the Senior or Major Counselor above you. A Sample Inventory cannot be purchased for more than $1,000 and no less than $300. An inventory of resaleable merchandise can be set up for you in any amount between $1,000 and $300. The more merchandise you have to sell, the more successful your business is going to be; however, no one is allowed to buy in at the top--all of us have an equal opportunity to build our business.

There are ten (10) band sizes and eleven (11) cup sizes in the FIGURETTE bra. In order to have enough sizes to show your potential customers, you must have an adequate inventory. An inventory of $500 or more is suggested, as there are approximately 48 bras, several girdles, a gown and mini cape, a longline, a cotton bra and a black bra included. As the inventory increases, so does your business, as there are more sizes available to do your fitting of the products, and "a bird in the hand is worth two in the bush." When you have purchased your sample inventory, you are in the FIGURETTE business.

Once you are in business, you must choose a name for your business, open a separate checking account for your business, and pay all expenses and purchases by check. If applicable, you must secure a State Sales Tax Number and pay your sales tax monthly or quarterly, as your state requires. Check immediately on the requirements of your state as to sales tax that you collect from your customers.

We call our people Counselors, as the FIGURETTE COUNSELOR is doing just that - counseling with her customers. The Counselor also has the privilege of counseling with and training others that he or she might bring into the business. The Counselor is also counseling with the person who brought him or her into the business and with the Senior or Major above. In our company we have two of the most important words in advertising today--something FREE and something NEW. The something FREE is the fitting and counseling that we do with our customers in helping them to have the best in undergarments and fitted to their personal specifications. The something NEW is the revolutionary idea fo the FIGURETTE bra (the bra within a bra) that gives comfort and support as well as beauty.

Everyone in the company, from the President down to the newest Counselor buys at 35% off the retail price. The bonuses that you are paid will depend what level in our Multi-Level Marketing Plan you have attained. Bonuses are paid on the retail price--hereafter called Purchase Volume and abbreviated P. V.. Your original inventory and all subsequent purchases in one month are added together for your bonus.

1249

BUILD YOUR FUTURE WITH FIGURETTES!

COUNSELOR LEVEL: A FIGURETTE COUNSELOR buys at 35% off the ... price and is paid a bonus of 5% by the Senior or Major from w... he or she has made purchases. The bonus period runs for one calendar month. The bonus is paid by the company to the Senior or Major Counselor on the 15th of the following month, and the Senior or Major immediately pays the Counselors in his group. A Counselor must maintain a Purchase Volume of $150 in subseq... months to remain eligible for a bonus.

What kind of money can be made by a FIGURETTE COUNSELOR? It al... depends on YOU. YOU are the most important person in this world... YOU can accomplish any goal that you set for yourself; however, you cannot accomplish this goal without a sincere desire to improve yourself and to help people, and you must put forth some honest effort and hard work. "Service is the rent you pay for the space you occupy on earth." If you decide to become a FIGURETTE COUNSELOR, you must never expect to just quit and have anyone in the business purchase your inventory from you. If you do not have FAITH in yourself and the desire to work at building your own business, then do not purchase an inventory and become a FIGURETTE COUNSELOR. We are not in the "inventory business." We are in the "people business!!"

FIGURETTE COUNSELORS have a "COUNT TO FOUR" and when you practice the "COUNT TO FOUR" you will be surprised at the results:

1. Write down your goal. Think in pictures about that goal. Read the goal aloud a... least once a day. When one goal is accomplished, write down a new one.
2. Act "as if" that goal has already been accomplished. Act "as if" in all your contacts with all people.
3. Accentuate the positive and eliminate the negative. Always ask questions that can be answered with a positive answer. If you have a problem, consider it "great", because if you were not working and accomplishing, you would not have a problem. Let no one interfere with your goal--which you are working toward with complete sincerity and integrity.
4. HOW??? How are you going to accomplish that goal? Break it down by the year, b... the month, by the day, and by the hour. Make every minute count.

The price of our bra starts with the Cotton Bra at $10, $11, $13, $15, and $17, depending on the cup size. The Lace Bras are $13, $14, $16, $18, and $20. The most popular bra is the Lace, and the average price is $16. Immediately when you sell th... average-price bra you have made a 35% profit or $5.60. When you are paid your bonu... you receive 40% and that amounts to $6.40. It takes approximately 15-20 minutes to fit the bra, and the profit is $6.40. You will probably also fit the customer in a girdle, and all the girdles sell for $18. The girdles and longlines are purchased at 25% off the retail price and the bonus remains 5%. The profit on the girdles at 25% is $4.50 and when the bonus is paid it amounts to $5.40. The important thing is that you do not have to "sell" these products--they sell themselves! I have never asked anyone to buy this bra. I have fitted the customers, and they have made up their own minds. High-pressure salesmen should not be in FIGURETTES!

With the above information, you can see that when you plan and allot your time and fittings, make appointments (and make these through friends and referrals---never door-to-door) and use your telephone to contact at least one person every day, you can make money at this COUNSELOR LEVEL. You must sell by Bra Clinics, follow up on referrals, and spend the same time with FIGURETTES that you would with a full-time or a part-time job. The rewards in this business are according to the effort and time that you give. It must be understood that even at the beginning level--COUNSELOR--you have the privilege of bringing others into the business. You never lose a Counselor whom you have sponsored.

These Counselors help keep you in the bonus bracket, but you are not paid a bonus on their Purchase Volume unless they fall below their bonus level of $150. When you, and all of the people that you have brought into the business have reached a total Purchase Volume of $5,000 in one calendar month, you become a SENIOR COUNSELOR. It is possible to reach the SENIOR LEVEL the first month that you are in the business--so--set your goal NOW!

SENIOR LEVEL: As a SENIOR COUNSELOR you are able to purchase merchandise directly from the company. Remember, you purchase your merchandise at 35% off, but now your bonus increases to 15% on a personal sale at this level, you will make 50%. All the counselors in your group will be ordering from you, and at the end of each month you will pay them a bonus of 5%. Therefore, for doing the organizing and ordering for these Counselors, you are paid 10% by the company. A SENIOR COUNSELOR is also responsible for holding sales and training meetings for his or her group as well as opportunity meetings to interest new people in the business. (All Counselors should hear the Marketing Plan again and again to prepare themselves for the Senior Level.) In order to become a SENIOR COUNSELOR in the first place, you had to have a Purchase Volume of $5,000 in one calendar month. So, in order to maintain your 15% bonus, you must have at least $2,500 Purchase Volume in succeeding months. You cannot count the Purchase Volume of your Seniors at this point, only your Counselors.

When you reach a Purchase Volume of $5,000 in two consecutive months, you earn a car from the company. This car is leased to you by the company for a period of two years, with all taxes, license, insurance, and repairs paid. All that you supply is the gasoline, and keep the car washed and clean. The Purchase Volume that you must maintain to keep this car free of charge is established at the time that you get the car. You pick up the car in Phoenix, Ariz., and spend a day or two with Del and Dee Remme. A new car is a wonderful recruiting tool, and it enables you to take your business anywhere you want. There is no set territory--the world is your territory!

If you do not choose to take the car, you may choose to take $100 per month allowance on the car you are now driving. Do you realize that in order to have $100 per month income from other sources that you would probably have to invest around $25,000. The Purchase Volume to maintain for the $100 per month income is only $2,500. You may decide at a later date to take the car instead of the $100.

Also, at the SENIOR LEVEL, you are eligible for overrides on your Direct Seniors and Indirect Seniors. (A Direct Senior is a person that you have sponsored and an Indirect Senior is a person that your Direct has sponsored.) When you maintain a Purchase Volume of $5,000, which is called Gold Standard, you receive a 3% override on any Direct Senior and a 1% override on any Indirect Senior. The person who is working in FIGURETTES is the person who is rewarded. It is possible to receive 3% of your own Purchase Volume from a Direct Senior on any amount of your purchase volume over $2500; but, the person above who has maintained Gold Standard will receive the complete override. This portion of the Marketing Plan can only be understood by experiencing it for yourself. The goal at the Senior level should always be to maintain the Gold Standard of $5,000 Purchase Volume.

When you and your Counselors and all of your Direct and Indirect Seniors reach a Purchase Volume of $20,000 in one calendar month, you progress to the Major Level.

MAJOR LEVEL:

As a MAJOR COUNSELOR you still purchase merchandise at 35% off the retail price, but your bonus increases to 20%. On a per order sale at this level you will make 55%. You are still supplying your counselors and paying the counselors their 5% bonus. Because you are ordering for and supplying these counselors you clear 15% on all that they purchase from you. The Seniors that you have developed are each ordering for and supplying their own groups. You must maintain a Purchase Volume in succeeding months of $10,000 to receive your 20% bonus, and in order to receive complete overrrides you must maintain a Gold Standard of $10,000. At this level you receive overrrides or 3% for a Major, 1% for an Indirect Major, 5% for a Direct Senior, and 1% for an Indirect Senior. Notice that all through this Marketing Plan the cutoff for overrides has been the second step down from you.

When you develop one Direct Major in your group, you must maintain $10,000 Gold Standard for overrides. When you develop two Direct Majors in your group you must maintain $6,000 Gold Standard for overrides. When you develop three Direct Majors in your group you must maintain $3,000 Gold Standard for overrides. When you develop four Direct Majors in your group you do not have to have any Personal Purchase Volume for overrides--therefore, with four active Direct Majors you can reach the retirement level in FIGURETTES and have an income of $1,200 per month. In your personal Purchase Volume at the Major Level, you can include all Seniors and Counselors in your group who are not included in any other Major group in your organization.

Since this company was incorporated only on January 3, 1967, this Major Level has far-reaching depths almost beyond the imagination. This phase is explained briefly only to give you an idea of "Whatever the mind can believe and conceive, the mind can and will achieve."

OFFICERS AND STOCKHOLDERS OF FIGURETTES, INC.

"Hi"	"Hi" Hand	President	Los Angeles, California
	Del Remme	Vice-President	Scottsdale, Arizona
	Dee Remme	Secretary-Treasurer	Scottsdale, Arizona
	Angela Serratela	Production and Design	Los Angeles, California

HOME OFFICE: P.O. Box 1029, Scottsdale, Arizona 85251
FIGURETTE FACTORY: Los Angeles, California

NOTE: This explanation of the FIGURETTE MARKETING PLAN is for the purpose of giving information to new people who are interested in this business.

..URETTE" DISTRIBUTOR:

Enclosed, you will find a "special leaflet" which has been created for your use. To be successful, it is important that thousands of these leaflets be distributed all over your city. This is one of the most important "tools" you can use in securing customers. Therefore, may we suggest that you pass them out to your friends, neighbors and relatives.

Keep some of these with you so when you see a woman that you think is having "Bra Problems" - give her one

Remember: Every woman from age 14 to 100 is a potential customer....

Should you live in a large metropolitan area, the following would apply: When various businesses close for the day, it would be profitable to be there to hand out this leaflet...such business offices as....

Female Telephone Employees
Insurance Company Employees
Factory Girls
Downtown Business Office Girls
State, City and Federal Office Employees
Exit - where department store employees leave
High schools - colleges - private schools
Business Women's Clubs
Church Groups
Restaurants
Bakeries
Cleaning Establishments
P.T.A. Association Meetings
Social Service Clubs

These are but a few of the thousands of businesses where women work, to say nothing of the millions of housewives who would be glad to receive one at their door.

In non-metropolitan areas, one may use clubs, church groups, etc.

Before passing out these leaflets, it would be well to have your name, address, and telephone number stamped on each one, so that they would know where to call.

It would be our suggestion that you work by "special appointment only" and above all - have, at least, one of each size Bra on hand so that no disappointments will occur wherein you don't have the right size Bra, and

...as quickly as possible, may we suggest that you build up your inventory of Bras and Girdles so that you can deliver and collect at the time you make your sale.

Remember: GOOD FITTING - and PLEASANT - and KIND SERVICE

WILL BRING YOU THOUSANDS OF NEW CUSTOMERS..... 1253

RX 153

FEDERAL TRADE COMMISSION
Docket No. 8872 Exhibit No. 153
In the Matter of Bur-Ro-Mar, Inc.
Date 4/16/73 Witness Recorded MB

BELLAVONNE, INC.
3730 Snyder Domer Road
Springfield, Ohio 45502

January 15, 1971

Bellavonne is in business. Inventory is on the floor. Sales are being made and customers are satisfied. Bellavonne and five of the other leading bras were examined and tested by one of the leading designers in the country and our bra is second to none.

~~February 1, 1971~~ is the deadline for sending in your order at ~~50%~~ 60%. Send your order now and receive a personal letter from the President assuring you no demotions. As of February 1, 1971 everyone will have to come in according to the Marketing Program. Order now and order at ~~50%~~ 60% discount.

Bellavonne will have six (6) different levels as follows:

Bunnies - 35% - All new recruits will come in as Bunnies. All they need to do is deposit approximately $150.00 for their kit and go to work.

Keys - 40% - All Bunnies automatically become full fledged Keys on the first day of the month following 90 days in the business providing they have sold $300.00 Retail Purchase Volume (RPV).

District Managers - 45% - Keys become District Managers after they have recruited, trained and caused production of five (5) Bunnies or Keys. Production requirements will be at least $500.00 Retail Purchase Volume (RPV).

Division Managers - 50% - District Managers become Division Managers after they have developed five (5) districts. They will receive monthly bonus according to RPV in their personal group as follows: 2% on $4000.00, 4% on $8000.00 and 6% on $15,000.00. They will also receive 3% on direct Division Managers.

Area Managers is the next level and will be appointed by the company. They will be chosen from people most qualified to help you with your work. They will be required to hold sales meetings, opportunity meetings, etc. Upon becoming Area Manager, you will be eligible for a stock option of voting stock and be eligible for our Hospitalization and Life Insurance Plan. This pay arrangement will be negotiable at time of promotion.

Vice President is the next and last step. This person will be elected by the Consultants in five (5) areas involved. When we are ready for a Vice President we will have meetings in the five (5) areas involved and let you look over the candidates. This pay arrangement will be negotiated at time of promotion.

I read an article recently where one company had 7000 consultants and four (4) Regional Managers. The Regionals were making all the big money. In this plan the Divisions will receive the nice checks and they should. After all it is their labor that builds an organization.

After you reach a level, you will not be demoted. There will be no by passing where your labor passes you by or where you can lose your commissions. You will be considered terminated if you are inactive for 90 days without just cause.

Officers of this company are as follows: President, Dale E. Meredith Sr.; Vice President, James E. Mullins; Secretary-Treasurer, Yvonne Meredith.

Send your orders and let's go to work.

Dale E. Meredith

Dale E. Meredith Sr., President
Bellavonne, Inc.

RX154

BELLAVONNE

BRA'S, GIRDLES, & SWIMWEAR

Read Dec 6, 1970

hat's right! A new Bra and a new Bra company here in Ohio. No onger need you fear being cheated out of your commissions. No onger need you fear demotion. No longer are you dealing with a ompany at the other end of the world. You will work on a con- ract which will guarantee you your commission status and assure ou of no demotions. You will have the opportunity to attend eetings with management and help set up policies.

The new Bra with our own exclusive features is our own. It is the "Bellavonne" Bra, meaning a beautiful gift of God. Our trade mark indicates that the Bellavonne Bras and Girdles are God's gift to beauty. The cup is designed to create that youthful cone shape, so admired in the young. There is no flattening at the top of the bosom and no rolling at the rib cage. No discomfort under the arm and it holds the tissue in while it firms and tones. It is truly an exclusive Bra and superior to all others.

Cup Size	Sizes	Retail Purchase Volume
A,AA	28-34	$ 8.95
B,BB	28-34	9.95
C	28-36	10.95
CC	28-38	10.95
D	28-38	11.95
DD	28-40	11.95
E	28-42	12.95
EE	28-40	12.95
F	28-42	14.95
FF	28-42	14.95
G	28-40	14.95
GG	28-40	14.95

H,HH,I,II Are available on three day order and will be stocked in the near future. A truly custom fitted Bra with over 150 cup sizes.

There will be no purchase restrictions for you to get started. You may order as you like and retain your commission status. You will find that the sizes are the same as you are used to handling so you will have no trouble phazing out of the old into the new. If you make your first purchase by Dec. 15 this will assure you of having your inventory by Jan. 4.

Come on buckeyes. Let's make our Ohio company the best in the business.

YVONNE MEREDITH
3730 SNYDER DOMER RD.
SPRINGFIELD OHIO 45502

1137

RX155

September 11, 1971

Mr. Carl Simonsen, President
Symbra'Ette Inc.
P. O. Box 5730
San Jose, California 95150

Dear Mr. Simonsen:

Just a note to let you know we have settled with the insurance company on our house and in the process of rebuilding.

Also, I have started a Symbra'Ette Salon here in Springfield. I would appreciate any literature you have on the new line of peignor sets you are coming out with.

I have two (2) new recruits in Florida interested. Since they are quite a distance from me would it be possible for them, as Key distributors, to order direct from the company? As key distributors I would hate to hold up their orders by having them order through me. Please let me know on this as soon as possible.

Very truly yours,

Yvonne

Yvonne Meredith
3730 Snyder Domer Rd.
Springfield, Ohio 45502

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 155
In the Matter of Bur-Lo-Mar, Inc.
Date 4/16/73 Witness _____ Reporter MB

(18)

1139

CX156A

November 19, 1969

Mr. C. G. Simonsen
Synor Latte Inc.
San Jose, California

Dear Mr. Simonsen:

I have advised Yvonne to stop payment on checks payable to you as follows:

#648 - $98.82
#650 - $65.80
#651 - $178.17
#654 - $61.96
#658 - $138.30

She sold a love seat set to a Cincinnati antique dealer and the check was returned thru her account. I have made two (2) trips in an attempt to straighten it out and haven't succeeded.

You may redeposit these items on the 29th of November and I will see that a deposit is madeto take care of them.

Very truly yours,

D. E. Meredith Sr.
3730 Snyder Domer Rd.
Springfield, Ohio 45502

11/22/69

Yvonne Meredith
513-964-8140

1110

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 156A
In the Matter of: Dee-Re-Mar, Inc.
Date 4/14/72 Witness _____ Reporter MB

UNITED CALIFORNIA BANK — CHECKING ACCOUNT NO 143719

DATE	OFFICE	ACCOUNT NUMBER
12-2-69	[illegible]	[illegible]7

ON THIS DATE WE CHARGED YOUR ACCOUNT WITH THE UNPAID ITEM (S) DESCRIBED BELOW:

DRAWN BY	DRAWN ON	REASON FOR NON-PAYMENT	AMOUNT
[illegible] Tippy McConnell	61-224	Acct. Closed	117.42
" "	"	"	196.33
[illegible] Meredith	[illegible]-81		91.32
		TOTAL DEBIT	[illegible]

☐ ITEM (S) ENCLOSED HEREWITH

☐ PLEASE PRESENT THIS NOTICE PROMPTLY AND OBTAIN THE ITEM (S)

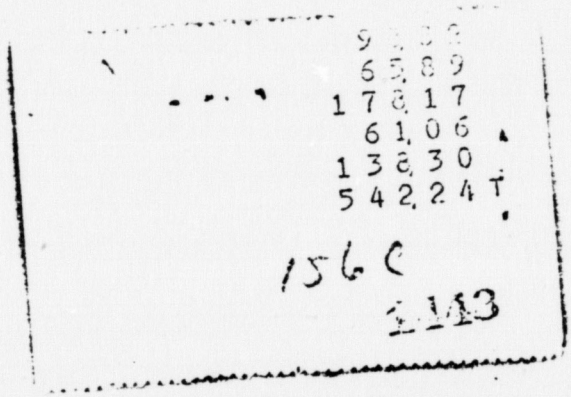
[illegible].94

AUTHORIZED SIGNATURE

DD-327 4-69

Ger-Ro-Mar Inc.
460 Meridian Ave.
San Jose, Calif.

RX156B 11


6 8 9
1 7 8 1 7
6 1 0 6
1 3 8 3 0
5 4 2 2 4 T
156 C
1143

RX-157

Walsell Ala
Feb 19, 73

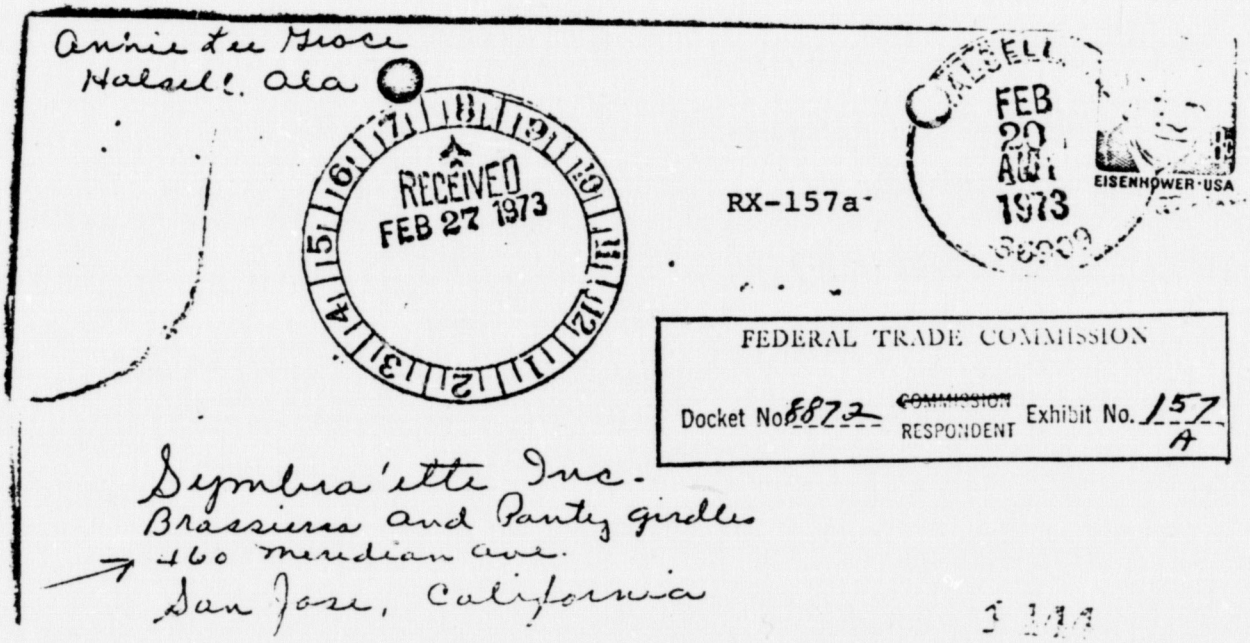
Symbra'ette Inc.
San Jose, California
Dear Sirs

I have been wearing these Bras for about 6 years, I like them very much, I am badly in need of some.
I cannot find anyone around where I live that sells them any more.

Please send me 2 Bras 32 I (329) with extension - Style 262 mail me the bill or Please let me know where I can get them.

Thanks
Annie Lee Grace
1145

FEDERAL TRADE COMMISSION
Docket No. 8872 RESPONDENT Exhibit No. 157
In the Matter of: Dor-Ro-Mar
Date 6/18/73 Witness _____ Reporter PR


Annie Lee Stone
Haleul. Ala
RECEIVED
FEB 27 1973
RX-157a-
FEB
20
AM
1973
EISENHOWER·USA
FEDERAL TRADE COMMISSION
Docket No 8872 COMMISSION RESPONDENT Exhibit No. 157 A
Symbra'ette Inc.
Brassiers and Panty girdles
460 Meridian ave.
San Jose, California

RX-158

Austin, Texas
March 9, 1973

Symbra'ette Inc.
Bra Maidens and Panty Girdles
[illegible] Meridian Avenue
San Jose, California 95126

Dear Madam:

When I lived in California I previously had purchased some Symbra'ette Bras thru Mrs Leta Stoops, in Bakersfield, Calif.

I am needing some more bras and I do not know any source for them here in Texas, where I am now living.

If possible I would very much like to order two bras from you. The information on what I had previously ordered was style 262, size 36 cc. However I have lost some weight and do not intend to gain it back so the cup could be very slightly smaller, still 36 though. I do not know how it would be listed for size, but if you could send me size 36 with the cup just slightly smaller, than the cc, it would be appreciated.

I do not know the price so cannot send the check with this request, but if you will send me the charge I will mail you a check right back.

Thank you.

Sincerely,

Lillian Dugger

Lillian Dugger
1810 Teton Dr
Austin, Tex. 78758

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION/RESPONDENT Exhibit No. 158
In the Matter of: Bi-Ro-Mar
Date 6/18/73 Witness _____ Reporter CR

1497

[redacted]
1810 Teton Dr
Austin, Tex. 78758

RX-158a

U.S. POSTAL SERVICE PM 9 MAR 1973

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 158 A

Symbra'ette Inc.
Brassieres and Panty Girdles
460 Meridian Avenue
San Jose, California 95126

1146

RX-159

March 6, 1973

Dear Sirs,

I have been trying to find a dealer who sells your bras and have been unable too. I bought one from a lady and have since lost her address. I have never liked another type bra since since I have worn the Bye-Bra Ette. Could you please give me the address of a dealer close to me as I would like very much to purchase one right away.

Thank you,

Mrs. Robert E. Vessels
2203 Iron Leige Ct.
Owensboro, Ky. 42301

FEDERAL TRADE COMMISSION
Docket No. 8872 Exhibit No. 159
In the Matter of: Bye-Bra
Date 6/18/73 Witness Reporter DS

RX-159a

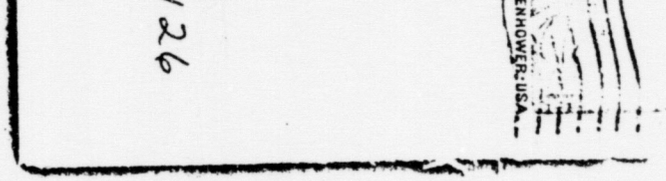
[illegible] W. VESSELS
2203 IRON LEIGE C[illegible]
OWENSBORO, KY.
42301

U.S. POSTAL SERVICE
MAR 6
1973
KY 423

Lyn. Bra Ette
460 Meridian Rd.
San Jose, California
95[illegible]

1-113

FEDERAL TRADE COMMISSION
Docket No 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 159 A


EISENHOWER-USA

RX-160

(32)

Rec
MAY 7/73

March 2, 1973

Superstitute, Inc.
23 Land Way
Santa Valley, California 95066

Gentlemen:

Please advise me if it is possible to order Quick from the Superstitute Factory. If this is not possible, please advise one of the Shops and Consultants in the Atlanta, Ga. area.

I am requesting the above information due to the fact that it is getting difficult for me to obtain Superstitute products.

Thanking you for your information, I am

(31)

FEDERAL TRADE COMMISSION

151

Sincerely yours,

Ruby O. Hollandsworth
3812 McElroy Rd.
Apt. F-12
Doraville, Ga. 30340

1152 a

In the Matter of: Dr. R. Mac
Date 6/15/77 Witness _____ Reporter 265

1453 1

Mr. Alexander Lovell
3812 Northbrook Rd.
Apt. F-12
Valdosta, Ga. 31601

RX-160a

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 160-A

Symbra'ette, Inc.
23 Ganis Way
Santa Cruz, California
95060

RX-161

1306 A. Dr. Fortune Rd.
Kissimmee, Florida
, 32741

March 6,

Dear Sirs:

We just moved to Kissimmee and since I am a devoted Lysbuvette wearer - please inform me of your consultant in this area.

Thank You.

Sincerely,

Janet Larsen

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 161
In the Matter of: Dec-Ro-Mar
Date 6/18/73 Witness Reporter VSP

1151

(37)

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 161 A

U.S.P.O. P.M. 8 MAR 1973

Dym Braetta
460 Meridian
San Jose Ca
A 153a 95126

RX-161a

-324a-

1206 A. Girvanite Dr.
Kissimmee, Fla
32741

145 3/5

Bayley, Georgia
March 6, 1973

Symbra'Ette Inc.
460 Meridian Avenue
San Jose, California 95126

Dear Sirs:

I am interested in the agency for your brassieres and panty girdles.

I have been wearing your brassieres and girdles for about three years but I have failed to make contact with the person from whom I bought these since she leaves in another county.

Let me hear from you soon.

Yours truly,

Mrs. R. W. Strange
Route 1 Box 339
Bayley, Georgia 31513

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 162
In the Matter of: Dor-Ro-Mar
Date 6/18/73 Witness _____ Reporter PG

RX-162a

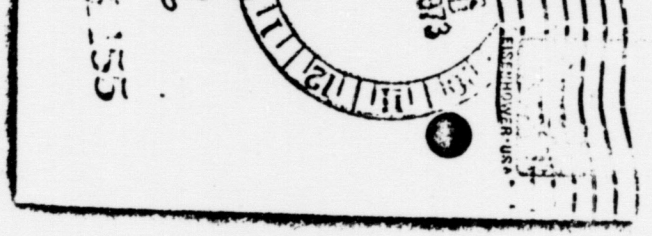
Mrs. R.W. Strange
Route 1 Box 339
Baxley, Georgia 31513
ZIP CODE

U.S. POSTAL SERVICE
MAR 7
1973
GA 315

RECEIVED
MAR 13 19

Symbra'ette Inc.
460 Meridan Avenue
San Jose California 95126

FEDERAL TRADE COMMISSION
Docket No. 8872 Exhibit No. 162



7405 Cherokee Trail
Yucca Valley, Ca. 92284
March 8. 1973

Symbra'ette Inc.
460 Meridian Ave.
San Jose. Ca. 95126.

Gentlemen:
I have bought the Symbra'ette bras & girdles from a representative in Palm Springs but am unable to locate her.
I would like to have another panty girdle - large size, with zipper & long length - white.
If you cannot send this direct would you please give me the name & address of the nearest representative? A friend is also interested in the bras.

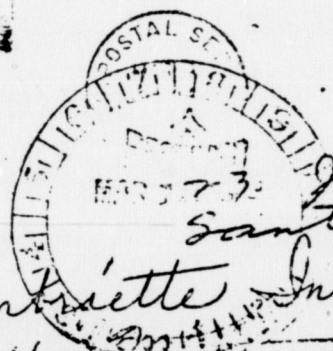
Very truly yours,
Mrs. Hariet Guyer

1153

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 163
In the Matter of: Dee-Em-Mar
Date 6/18/73 Witness _____ Reporter CB

RX-163a

Mrs. Harriet M. Guyer
7406 Cherokee Trail
Yucca Valley, CA 92284



Janis Way
Santa Cruz, Ca
9506

Dynkraette Inc.

~~460 Meadow Glen~~ 15

~~San Jose, Ca 95126~~

FEDERAL TRADE COMMISSION

Docket No. 8872 x 11 No.

8c
60
163
A

RX-164

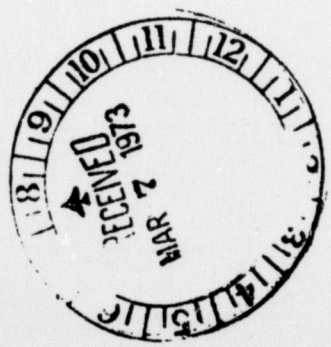
March 2, 1973
107 Sterling Rd
Lakewood, N.J. 08701

Dear Sir,

Could you please tell me if there is an Symbra Ette representative in Southern New Jersey.

I am in need of more bras and would like to contact a representative by there is no one in Southern New Jersey. Would it be possible to buy them direct from you?

Sincerely
Shirley Sharp



FEDERAL TRADE COMMISSION
Docket No. 8922 COMMISSION RESPONDENT Exhibit No. 164
In the Matter of: Dr. Ted Mac
Date 6/18/73 Witness _____ Reporter EB

1160

Sharon Berg
107 Newbury Rd
Tabernacle, N.J. 087

RECEIVED
MAR 7 1973

1159

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT EXHIBIT No. 144-A

Gen'ette Inc.
460 Meridan Ave
San Jose, Calif

-3 Janis W

RX-164a

EISENHOWER-USA

95126

Santa Cruz

-331a-

MA-105 [illegible] 73

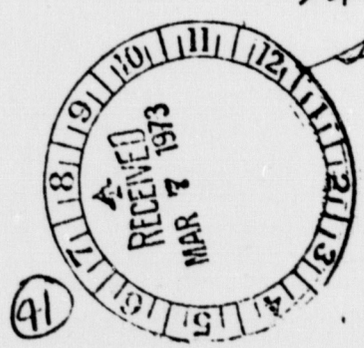
I just purchased my second symbiosette bra. I was so well pleased with the first one. I paid $16.95 for #262 style which seemed better than my first one made up.

Would it be possible to receive a price list for any of my future needs direct? My past purchase was made at the Beauty Shop.

Would like the price of the #711 Bacon beauty bra + girdle I wear size 32 EE.

Thank you.

Katherine Rodgers
1229 Wachtel Ave
St. Louis 63125
Missouri



FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 145
In the Matter of: [illegible]
Date 6/18/73 Witness _____ Reporter [illegible]

RX-165a

N. Kodgers
1229 Ackiel
St. Louis 63125
Missouri

SAINT LOUIS, MO 63155
AM
2 MAR
1973

RECEIVED
MAR

Symbraette Inc
23 Janis Way
Santa Valley
California

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 165-A

MAR 27

Dear Sir,

About two years ago I purchased a Symbra' Ette 2 piece suit. I have lost contact of the representive to whom I purchased the swim suit. I have had such great comfort and wear from your product I would like to know if you could send me some information such as chart, pictures or perhaps a representive in New Orleans, Louisiana I could call on. This would be greatly appreciated.

Please send information to

Jolene Mars
4825 Glendale St.
Metairie, La. 70002

1164

Thank You
Jolene Mars

(A3)

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 166
In the Matter of: Dor-Ko-Mar
Date 6/18/73 Witness _____ Reporter CB

1165

RX-166

[illegible]
[illegible]
Pat Brown

23 Paris Way

Symbia Ltte · Santa Cruz

420 Meridian Ave.

San Jose, California

RECEIVED
FEB 23 1973

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 166 A

Reynolds-ette Brassiere + Pant Girdles,
460 Meridian Ave.
San Jose, Calif. 95126

Gentlemen:

I would greatly appreciate information re - your products -

Is there a representative in the city of Rochester, N.Y., or on Long Island, N.Y.?

Through a friend in California I have learned what a great article it is. I am interested in purchasing the same thanking you for your reply. I am

Yours Truly,

(Mrs.) Marie E. Gainey
109 Manor Parkway,
Rochester, N.Y. 14620

(41)

1-67

FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 167

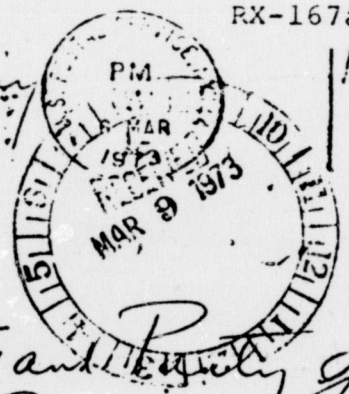
In the Matter of: Dee-Ro-Mar

Date 6/18/73 Witness _____ Reporter ZR

1458

RX-167a

M. E. Gramm
109 Dianora Parkway
Rochester, N.Y.
14620



ALWAYS USE
ZIP CODE

Synbra-ette and Pussy-grader,
460 Meridian Ave.,
San Jose,
California.
95126

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 167 A

EISENHOWER·USA

RX-168

5/2/73

Gentlemen:

While living in the New Orleans area I was introduced to Symbra bras and was quite satisfied with your product however, since then I have moved into the Brownsville area and am in need of bras and have been unable to determine if anyone is selling Symbra here. What I would like to know is if you could possibly refer me to someone in the Brownsville area who sells Symbra or if there's no one, perhaps you could send me a price list and I could order direct from you.

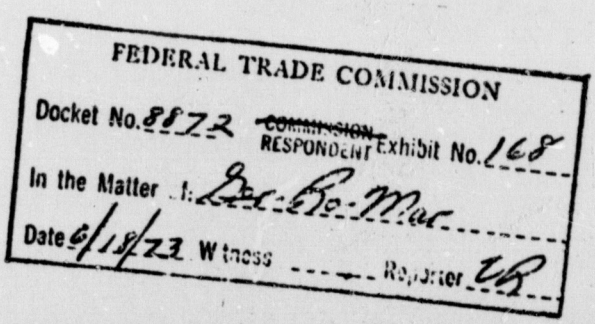
Thank you for your

1169

cooperation in this
matter.

Cordially

Mrs. Dolly Hernandez
4-A Avenida del Arco
Brownsville, Texas
78520



RX-168a

Brownsville, Texas
78520

1 PM
2 MAY
1973
U.S. TX 785

FEDERAL TRADE CO
Docket No. 8872 COMMISSION
RESPONDENT

Lynbra Ette

460 Meridian · Gue

San Jose, California
9512

M.MISSION

Exhibit No. 168 A

ue

a 1 171

6

RX-169

Dear Sir,

I am interested in purchasing bras from your company. I had a dealer, but she has discontinued her selling. The size I need is 34 F. I would like two in the lace style. You may send them to me C. O. D. Your bras are just great! My address is as follows:

Mrs. George O'Hara, Jr.
199 Crain Drive
Carlisle, Penna., 17013

1— 34F 17.95
Handling → .65
18.60

Thank you for your help.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 169
In the Matter of: Dee-Go-Mar
Date 6/18/73 Witness _____ Reporter CR

RECEIVED APR 24 1973

1173

Mrs. George O'Hara, Jr.
199 Crain Drive
Carlisle, Penna., 17013

U.S. POSTAL SERVICE PAID
PM 1
19 APR
1973

RX-169a

Sym-Bra-Ette- Company

San Jose, California

Attn: Order Dept.

RECEIVED
APR 24

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 169 A

1172

RECEIVED
APR 24 197
FEDERAL TRADE COMMISSION

RX-170

Sir

I use to live in Kettering, Ohio and I learned of the Symbuckle Bra from my girlfriend. I liked them very much and bought several of them. Since then I moved to Mount Vernon, Ohio. My Bra are worn out and I need some badly. I use to wear a 34-F but have gained weight so naturly I would take a different size. So I can't order directly from you as I would have to be measured again. So you have anyone selling them here in Mount Vernon? Or Mansfield?. I could drive there. Please answer as soon as possible. Send there name and adress please

Thank you

Mrs Mary Lucille Lee
Highland apts,
apt 314 - Building A
Mount Vernon, Ohio
43050

1175

FEDERAL TRADE COMMISSION
Docket No. 8820 RESPONDENT Exhibit No. 170
In the Matter of: Bali Co. Inc.
Date 6/18/73 Witness ____ Reporter 25

1175

FEDERAL TRADE COMMISSION
Docket No. 8823 COMMISSION RESPONDENT Exhibit No. 170
RX-170a DAY USA
FREEDOM UNDER THE
MAY 1

SYMBRA'ETTES, INC.
BRASSIRES, AND-PANTY
GIRDLES, 460-MERIDIAN
AVENUE-SAN-JOSE
CALIFORNIA, 95126

APR 2

1170a

MRS. MARY-LUCILLE-LEE
HIGHLAND-ARTS,
APT-314-BLD-A
MOUNT-VERNON
OHIO
43050

14748

Rec MAY 5/73

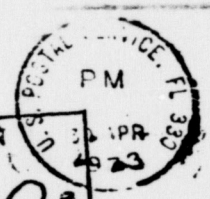
11427 N.W. 18 St.
Miami, Fla. 33147
April. 17, 1973

Der-Ro-Mar. Inc.
San Jose, California 95126
Dear Sir;
In July of 69' I bought one of your Symbra ette style 262. My cousin came down from Ind., and she was selling them. I have been trying to find some one here in Miami that sale Symbra ette. Cs I have just about wore this one out. And I need one now. I need style 262 size 32-CC. My sister and her girl-friend both would like to buy one also. But they dont know what size they need. If you have a sale-girl here. Would you ask her to call my home 691-4798. Cre where in Miami we can buy some. Thank You
Mrs. Elizabeth C. Raymer

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 171
In the Matter of Der-Ro-Mar
Date 6/8/73 Witness _____ Reporter ER

479

1427 NW 101 STREET
MIAMI, FLA.
33147



FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. RX-171a

Air Mail

Lee-Ro-Mar, Inc.
San A.
SEMORA ETVE
P.O. BOX 66500
SCOTTS VALLEY, CA. 95060

ISENHOWER·USA

Help! Quickly please!

I need a new bra.
Who can sell me
one back here?

Des Plaines, Ill.
(312) 299-5290

I bought it originally
in California from
Loreen Oswald (Pasadena)
It's worn out.

Anxiously
awaiting word
Barbara Gerard
8905 Knight St #313

Rec MAY 2/73

1131

FEDERAL TRADE COMMISSION

Docket No. 8872 RESPONDENT Exhibit No. 172

In the Matter of Dear Bo: Mac

Date 6/18/73 Witness _____ Reporter CR

1482

Barbara Gerard
8905 Knight St. Apt. 313
Des Plaines, Illinois 60016

RA-172a

Tom Sawyer

United States 8c

73 Jamaica Way
Santa Cruz Cal.

Symbraette
460 Meridian Ave.
San Jose, California 95126

FEDERAL TRADE COMMISSION

Docket No. 8872 172

A

RA-113

May 1 - 1973
Henry 23 - W.

Symbraette
1460 Meridian Ave
San Jose, Ca. 95126

Mexico, MO
65265

Could you please
advice me if there is
a Symbraette Consultant
in Lake Mexico, Mo. area.?
While living in Kansas
City, I purchased a bra.
set a party. I just loved
it. That was 2 years ago.
And would like very much,
to have another one.
Will be waiting for
your answer. Thank You.

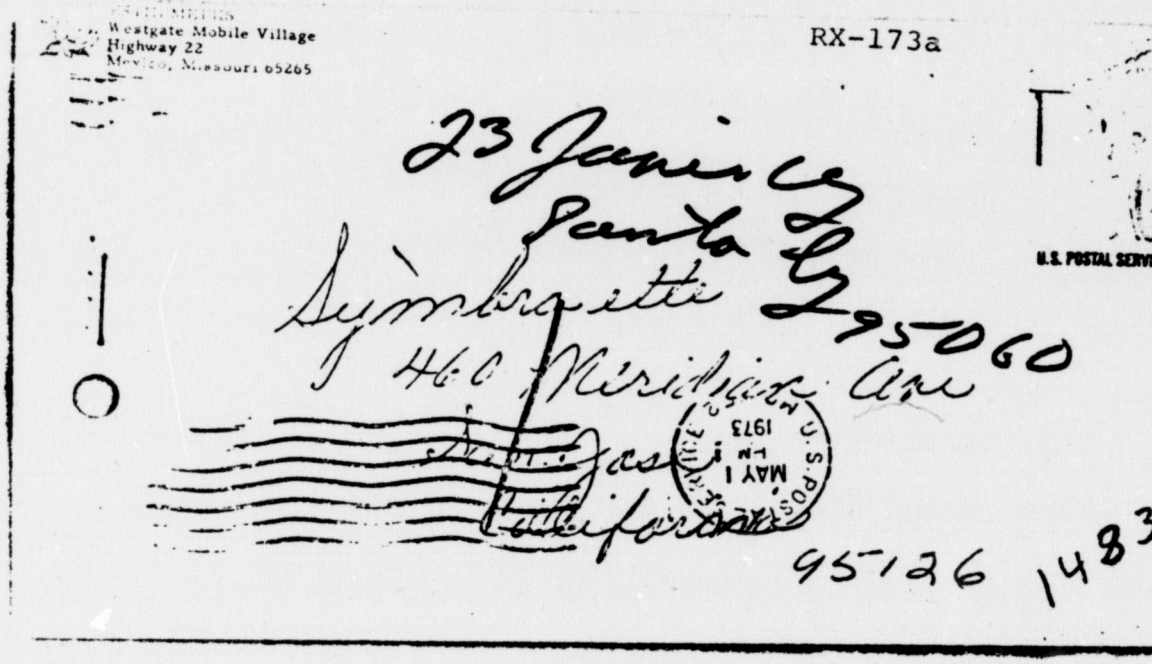
Sincerely
Mrs Estil Weeks

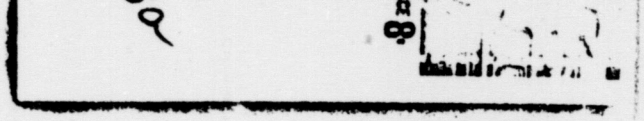
1181

RECEIVED
MAY 4 1973

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. RA-113
In the Matter of: Dec-Ro-Mex
Date 6/18/73 Witness _____ Reporter CR

1185


Westgate Mobile Village
Highway 22
RX-173a
23 Janice Ln
Santa Cruz 95060
Symbiopsetic
H.C. Miriding Ave
MAY 1
1973
95126 1483



RX-174

I would like to know the name & address of the nearest Symbra-ette representative.

I got mine on vacation in Mt Prospect, Ill. I want another one, but I want to be fitted again

Thank you

Mrs. Robert Groh

2008 Camanche Ave

Clinton, Iowa

52732

5/6/73

1137

FEDERAL TRADE COMMISSION

Docket No. 8872 Exhibit No. RX-174

In the Matter of Symbra-ette

Date 6/18/73 Witness Reporter

1138

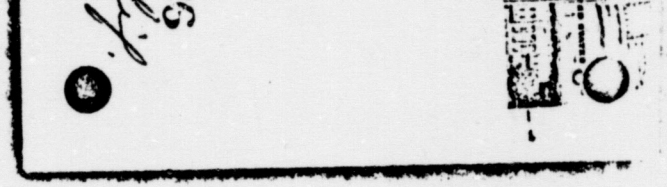
2068 Carnaby Ave
Clinton, Ia
52732

U.S. STEEL
PM
4 MAY
1973
312

RX-174a

Symbra'ette, Inc.
Janis Way
Scotts Valley, Cal
95066

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 174 A
23



27 April 1973

RX-175

Lynnbra'ette Inc.
460 Meridian Ave
San Jose California 95126

Dear Sir,

I have worn your bras in the past and liked them very much. Since I am interested in buying some more, I would appreciate your advising me if you have any dealers in the Savannah, Georgia area.

Please let me know at your earliest convenience.

Thank you.

Mrs. Coy A. Short
304 Pickwick Rd.
Savannah, Ga. 31404

FEDERAL TRADE COMMISSION
Docket No. 8872 RESPONDENT Exhibit No. 175
In the Matter of: Dor-Bo-Mar
Date 6/18/73 Witness _____ Reporter CR

RX-

1100 Bay Street
#4 Pickwick Rd
Savannah, Ga. 31406

U.S. POSTAL SERVICE
PM
27 APR
1973
315

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 175-A

RECEIVED
MAY 1 1973

Symbra'ette Inc.
460 Meridian Ave
San Jose, Californ

23 Janis Way
Santa Cruz, Ca.

-175a-

ALWAYS USE
ZIP CODE
EISENHOWER·USA

1180

95126

95060

-355a-

New Smyrna Beach, Fla.
April 27, 1973

RX-176 ✓

Symbra'ette Inc.
460 Meridian Avenue
San Jose, Calif. 95126

Dear Sir:

I have used the Symbra'ette bras and girdle for about a year and would like to buy again. Mrs. Baker handled them in New Smyrna then but has moved away now. Can you tell me where I may buy these in New Smyrna?

If there is no one in the area handling Symbra'ette I might be interested in handling Symbra'ette for this area.

Hope to hear from you very soon.

Thank you,

Myrtle Blackwell

Mrs. L. G. Blackwell
803 13th Avenue
New Smyrna Beach, Fla. 32069

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 176
In the Matter of: Ger-Ro-Mar
Date 6/18/73 Witness _____ Reporter CR

1.192

RX-176a

Mrs. L. G. Blackwell
803 13th Avenue
New Smyrna Beach, Florida 32069

8¢

Symbra'ette Inc.
460 Meridian Avenue
San Jose, Calif. 95126

RECEIVED
MAY 1 1973

FEDERAL TRADE COMMISSION

Docket 8872 COMMISSION RESPONDENT Exhibit No. 176 A

1191

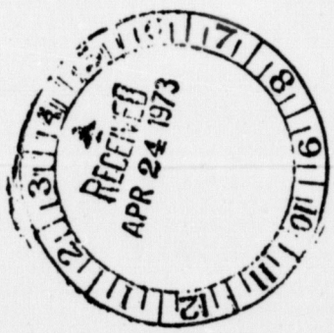
RX-177

Jane Dressler
3001 N.E. 11th St.
Amarillo, Texas 79107
April 13, 1973

Seymbra'ette Inc.
460 Meridian Ave.
San Jose, Calif. 95126
Dear Sirs,

About 2½ years ago I bought a panty girdle from your sales representative here in Amarillo. Since that time I have learned she no longer sells this brand. I need a size 6x. If you still make this girdle please send me an order form so I may be able to buy another of your girdles.

Sincerly,
Jane Dressler

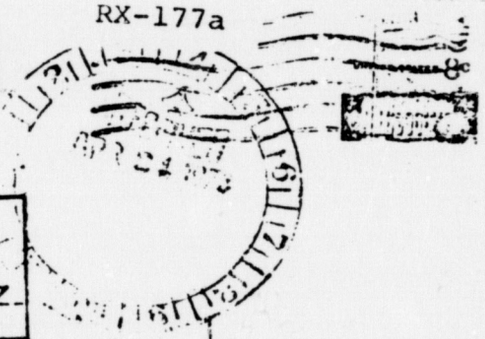


FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. RX-177
In the Matter of: Ber-Ro-Mar
Date 6/18/73 Witness _____ Reporter ZR

1191

RX-177a

Jane Bracken
2201 N.E. 11th St.
Amarillo, Texas
79107



FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 177-A

Symbra'ette Inc.
460 Meridian Ave.
San Jose, Calif. 95126

1193

RX-178

102 Pickwick Street
Sheffield, Alabama 35660
March 21, 1973

GER-RO-MAR INCORPORATED
San Jose, California 95126

Gentlemen:

The Symbra*ette Consultant with whom I had been trading, is no longer handling the brassiers and girdles.

Can you please supply me the name of one in the Muscle Shoals area? Or, is it possible that I can order direct from you?

I have worn these garments for the past five years, and I would like to continue to do so.

If it is possible to order direct from you, could you please send me two brassiers, size 32 F, and bill me for them, or would you send them COD? I will be happy to receive them either way, or if this is not enough, would you advise how many I would have to order at one time in order to receive them direct from you.

There seems to be a new line of merchandise in the market here called the Cameo Bras? Has this taken the place of yours, or is it some other manufacturer? I have not looked into this, because I would much rather continuing with the product I have.

Thank you very much for your time and trouble; I would appreciate hearing from you at your earliest convenience.

Yours very truly,

Wayne K. Painter

Mrs. Wayne K. Painter

WKP/s

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 178
In the Matter of: Ger-Ro-Mar
Date 6/18/73 Witness _____ Reporter CR

-359a-

-360a-

1196

FORM 818
SOUTHERN RAILWAY SYSTEM

Wayne K. Palmer
102 Pickwick Street
Sheffield, Alabama 35660

U.S. POSTAL SERVICE 1973

23 Summit
Santa Clara

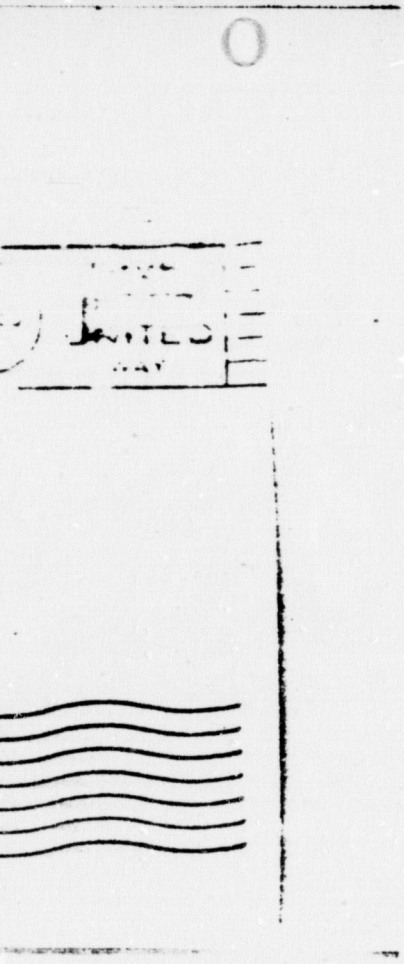
GER-RO-MAR INCORPORATED

San Jose, California 95126

SAN JOSE CALIF MAR 26 2 PM 1973

FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION RESPONDENT Exhibit No. LTP



01

Tel. # 744-0719
1424-D Galaxy
Scott AFB
Ill. 62225
March 25 1973

Dear Sirs,

I would like to have the name of a person that sells your products in this area.

I have bought your bras and swim wear, in Boulder, Colo. and truly loved them.

Thank You very much

Sincerely yours,

Marilyn L. Bowles

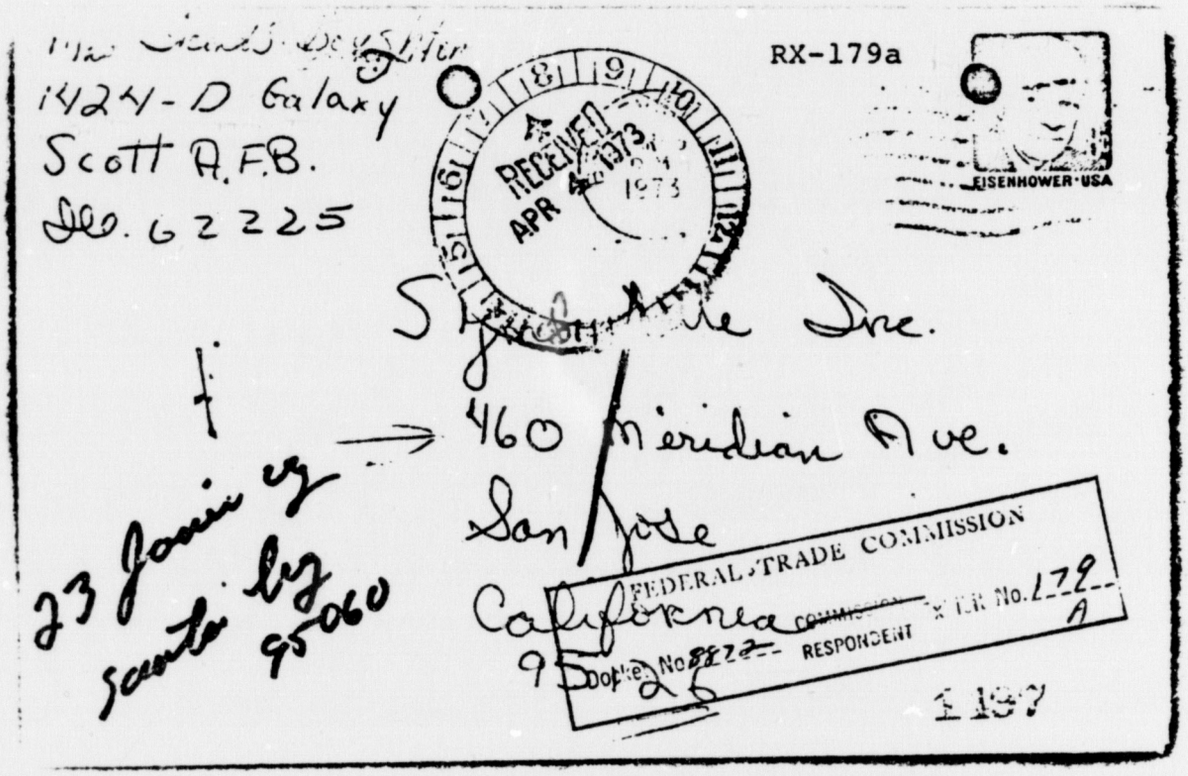
149

FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 179

In the Matter of: Ber-Bo-Mar

Date 6/18/73 Witness _____ Reporter ER


RX-179a
RECEIVED
APR 4 1973
1973
EISENHOWER·USA
460 Meridian Ave.
San Jose
California
95
FEDERAL TRADE COMMISSION
RESPONDENT
A
1197

Mar. 2", XXX3

Luckey, Tenn
R.F.D. #1 37641

Symbra'ette Inc.
San Jose, Calif.

RX-180

I have been Wearing one
of your Symbra'ette Bras
for almost a year, and
have enjoyed it very much
Could you Please tell me
how I might Purchase a
New one also the new Lacks
The one I have was bought
from the agent in Morristown
Tenn., but I do not have her
Name or Address. Will you
Please let me hear from you.
Thank You
Bettie McKay

1501

FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 180

In the Matter of: Dr-Ko-Mar

Date 6/18/73 Witness _____ Reporter CS

-363a-

-364a-

1502

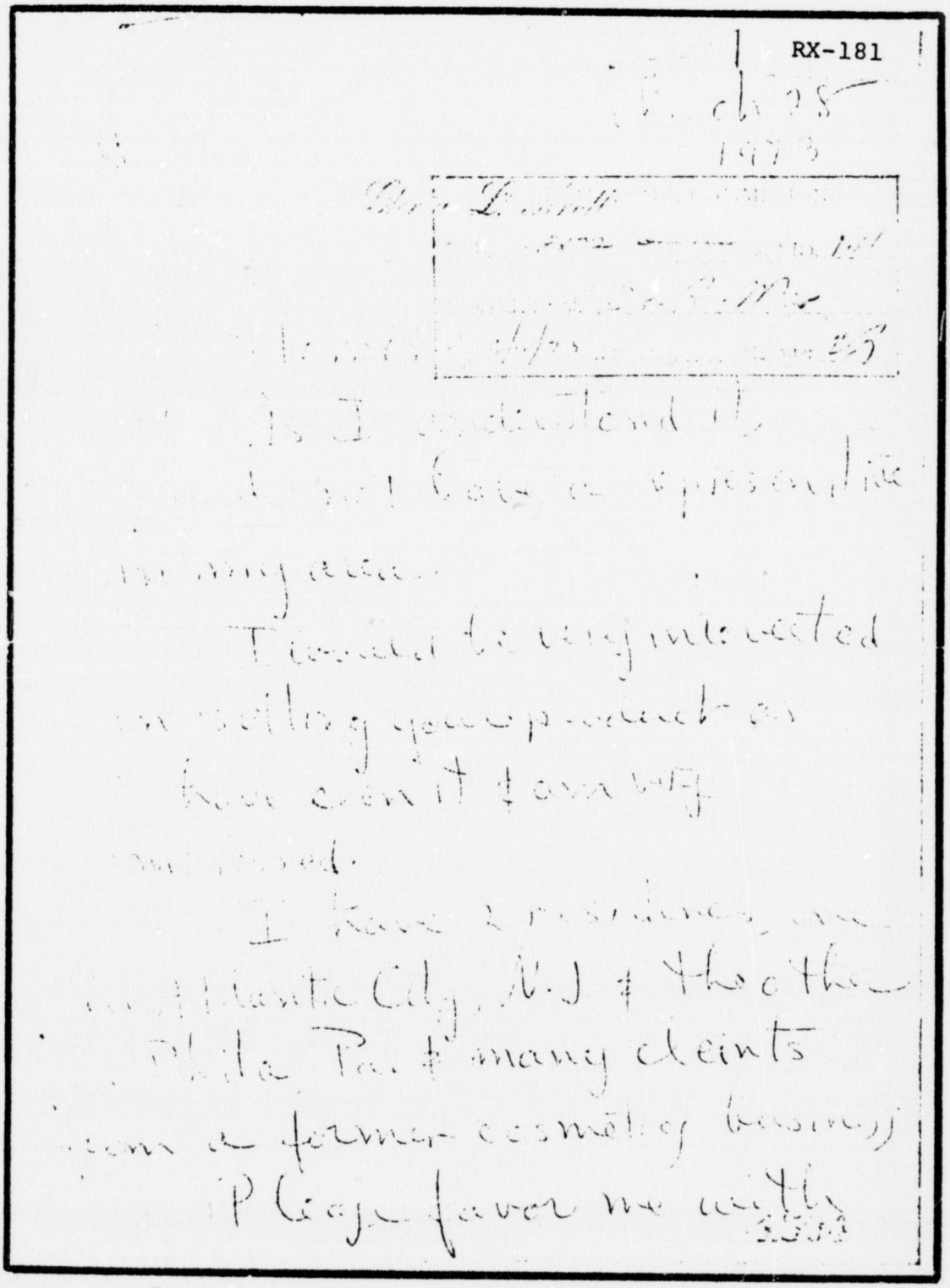
RX-180a

R.F.D. #1
Chuckey, Tenn. 37641

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 180 A

Symtra'etic Inc.
~~1160 Dividion Ave.~~ 3500
~~San Jose, California 95126~~
23 Janis Way
Santa Cruz, Ca. 95060

RX-181



an early reply

215-Tu-6-1511

Yours truly

(Mrs.) Gloria Kroll

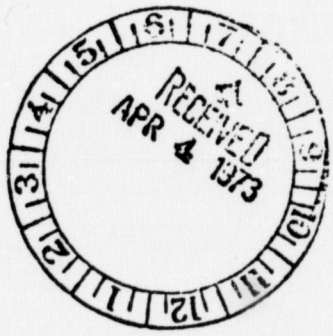
B-517, Cedarbrook Hill Apts.

Wyncote, Pa. 19095

or

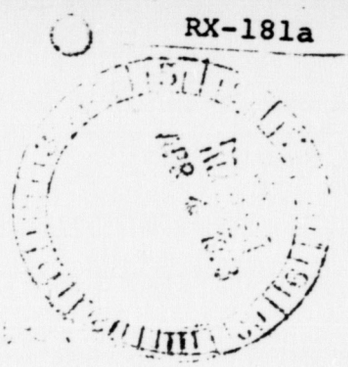
104 S. California Ave.

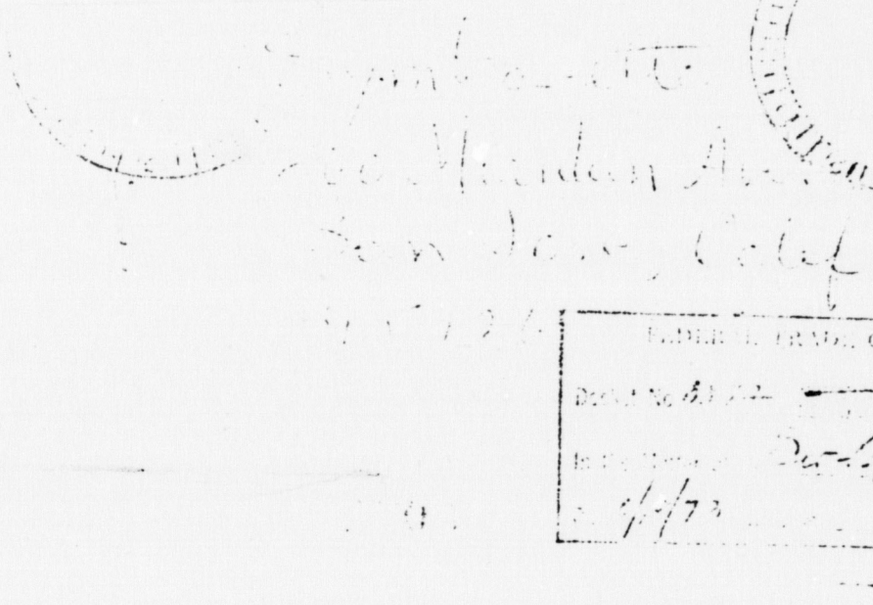
Atlantic City, N.J.



1505

RX-181a





FEDERAL TRADE COMMISSION

DOCKET NO. 8612 — EXHIBIT NO. 181

IDENTIFIED

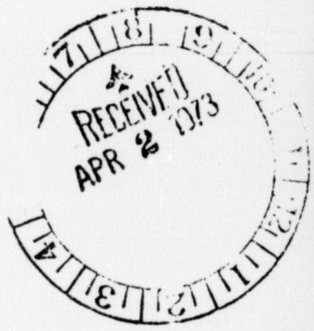
ADMITTED

DATE

REPORTER

RX-182

March 28,1973



Sir:

I would like some information on your Brassieres.

Firstly if you would send me and order C.O.D. as I do not know the price? Our saleslady, Mrs. Burnett moved from here and I do not know who replaced her.

If, however, you can not send me three bras, one style 214 size 328, one style 162 size 328, and one size 32C, style 162, I then would appreciate you sending me the saleslady's name in the Terre Haute area.

Thanking you in advance.

Wanda Spear
540 So. 9th St.
Clinton, Indiana
47842

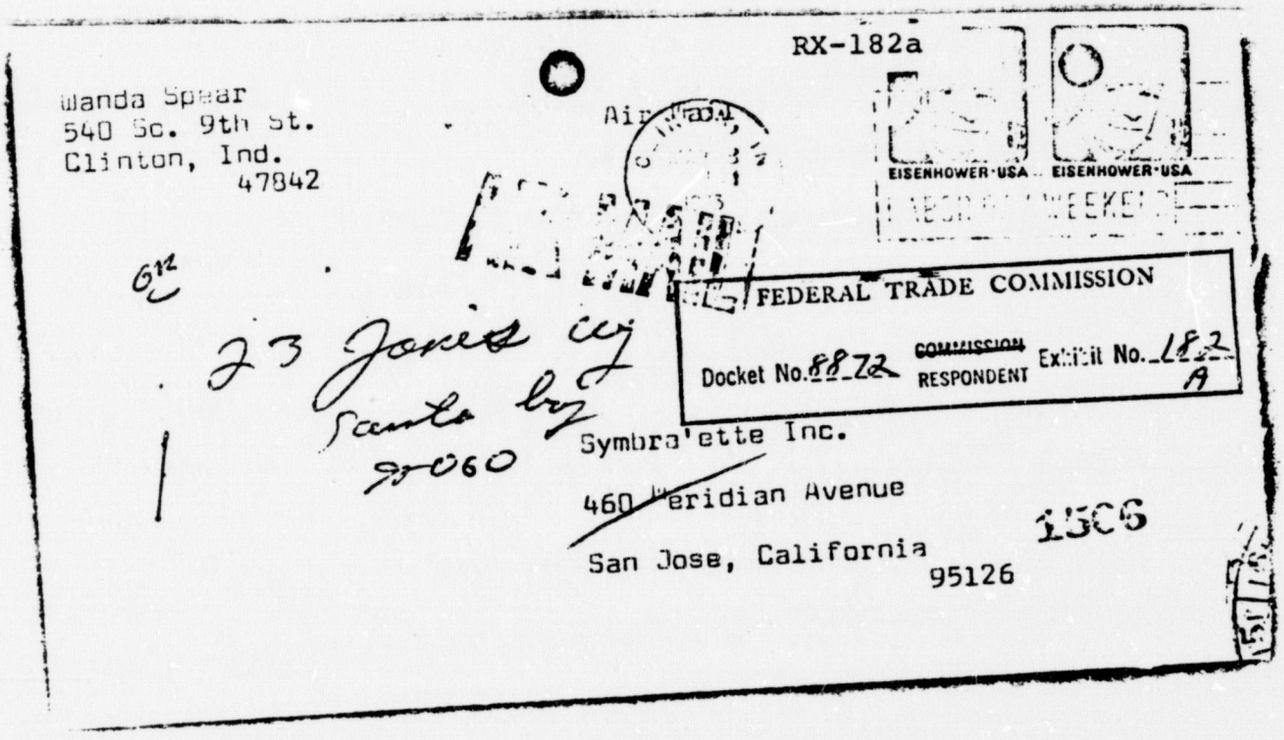
FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 182
In the Matter of: Ber-Ro-Mar
Date 6/18/73 Witness _____ Reporter ZR

-368a-

-369a-

1307

RX-182a



Wanda Spear
540 So. 9th St.
Clinton, Ind.
47842

EISENHOWER·USA EISENHOWER·USA

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 182 A

23 Jones cj
Santa bg
95060

Symbra'ette Inc.
460 Meridian Avenue
San Jose, California
95126

1306

Lexington, Ky.
3-28-73

Dear Madam:

I'd like to know if I can order Symphony Elite Bra's from you. I have worn them, & like them very much. I bought them when I lived in Flint, Mich. I'd like the piece of style 262-36 F.

Also, I'm going into beauty shop business in Toledo, O later this year, & I would like to know if I could sell your bra & girdles in the shop.

Thank you
DOROTHY E. LEFEVERS
940 DELAWARE AVE.
LEXINGTON, Ky. 40505

1509

-370a-

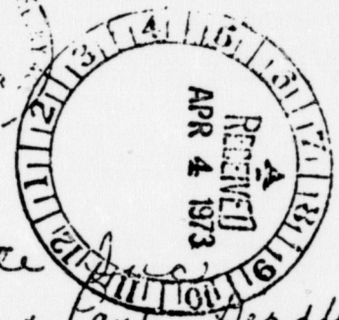
FEDERAL TRADE COMMISSION
Docket No. 8772 Exhibit No. 183
In the Matter of: Dorothy Mae
Date 6/18/73 Witness ____ Reporter ZP

-371a-

3330

RX-183a

L. L. Teners
940 Delaware ave.
Lexington, Ky. 40505



Symbra'ette Inc. 1508
Brassieres + Panty Girdles
460 Meridian ave.
San Jose, Calif. 95126

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 183 A

March 28, 1973

23018 Catskill Avenue

Carson, California 90745

Lyndra Laboratories Inc.

460 Ferndale Avenue

San Jose, California 95126

Gentlemen:

Please send me information how I can order your merchandise.

Thank you.

Sincerely,

Mrs Russell A. Gallier

RECEIVED
APR 2 1973

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 184
In the Matter of: Dep-Co-Met
Date 6/14/73 Witness _____ Reporter DR

RX-184a

23018 Catskill Avenue
Carson CA. 90745

1973

8c

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 184A

SYMBRAETTE
P.O. BOX 66500
SCOTTS VALLEY, CA. 95060

Symbra'ette Inc.
460 Meridan Avenue
San Jose, California 95126-1511

6K)
Sarah Allen

3913 Augusta Road
Aiken, S.C. 29801
April 26, 1973

Symbra-ette Brassieres and Panty Girdles
460 Meridian Avenue
San Jose, Calif. 95126

Sirs;

I would like to know the name of your consultant in this area. I have tried to get this information locally but have had no luck. I work in the Augusta area and live in Aiken, South Carolina. I have worn the girdles before but the shop where I bought the girdle does not carry them anymore. Please send this information to me as quickly as you can. There are other girls interested in these products also.

Sincerely,

Mrs. Willie Whisenant

Mrs Willie Whisenant

-374a-

FEDERAL TRADE COMMISSION
Docket No. 8872 Exhibit No. 185
In the Matter of Dee-Bee-Mar
Date 6/18/73 Witness _____ Reporter ER

RECEIVED
APR 30 1973

1514

Whisenant
3913 Augusta Road
Aiken, S.C. 29801

RX-18

>3 Janis Way
Santa Cruz, Ca.

SYMBRA-ETTE BRASSIERES AND PANTY GIRDLE

460 MERIDIAN AVE.

SAN JOSE, CALIF. 95126

FEDERAL

Docket No. 88

5a

95060

ES

1513

TRADE COMMISSION

COMMISSION
RESPONDENT Exhibit No. 185 A

RX-186

April 25, 1973

Mrs. Quenta Talbot
4513 La Vida
Visalia, Calif.

Dear Lee,

I would like to know the
difference between Alpha and Gamma
Linolenic acid. Is one of these
better for arthritis.

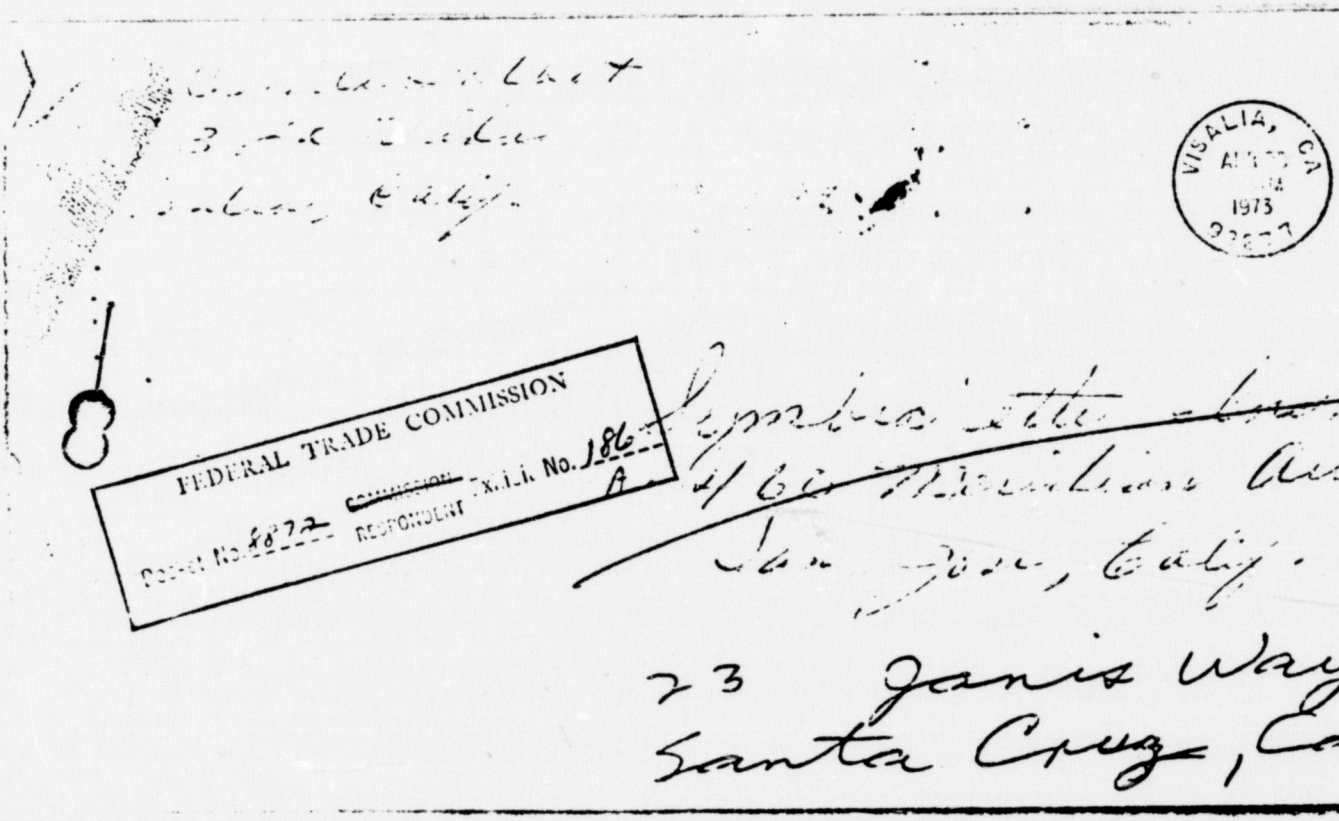
If there is no charge in
this I would like a booklet
on Evening Primrose.

Thank you
Mrs. Talbot

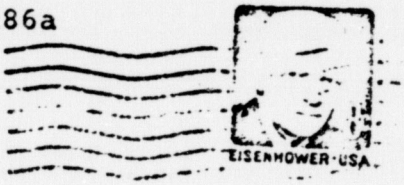
RECEIVED
APR 30 1973

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 186
In the Matter of: Dr. Re-Mar
Date 6/18/73 Witness _____ Reporter CR

1516


VISALIA, CA
1973
FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 186 A

RX-186a

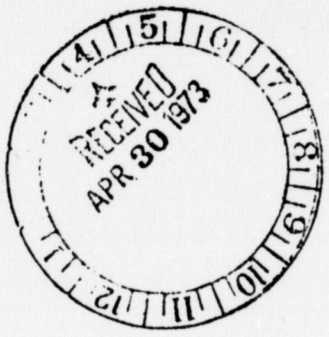


95106

1335

95060

Cynthia Salim
2750 Pasadena Drive
Seven Hills, Ohio 44131



April 24, 1973

Symbra'ette, Inc.
4?0 Meridan Avenue
San Jose, California 95126

Gentlemen:

I have been buying Symbraette for about four years. I'm very happy with your products but have recently lost touch with my previous representative. I would now like to order two new bras but don't know how to go about it.

May I buy from you people direct? and if not, may I trouble you for the name or names of your representatives in my area?

What are the present prices of your plain white and laced white bras? Do you have any colors available now other than black?

Thank you for your anticipated kind attention.

Yours truly,

Cindy Salim (mrs.)

Cindy Salim

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION/RESPONDENT Exhibit No. 187
In the Matter of: Dec-Fe-Mar
Date 6/18/73 Witness _____ Reporter JS

1518

: Wilin
0 Pasadena Drive
on Hills, Ohio 44131

RX-187a

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhi i. No. 187-A

Symbra'ette Inc.
460 Meridan Avenue
San Jose, California 95126

1517

April 25, 1973

Symbra'ette Inc.
Brassieres and Panty Girdles
460 Meridian Avenue
San Jose, California 95126

Dear Sif:

I would like to know if you have an Symbra'ette Consultant in the Hartford, Connecticut area? I did buy two from a saleswoman of yours who lived in New Britain, Connecticut, but she has moved out of the state.

If there is not one in this area could you send me a bra Style 264, size 40 C, longline. If you can send it COD and if not let me know the charges and I will send you a check.

I have enjoyed wearing the bar and at present have another make but I do not feel as comfortable in it.

Hoping to hear from you real soon, I thank you.

Very truly yours,

Mrs. Agnes Galek

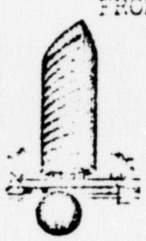
My address is: Mrs. Agnes Galek
12 Barnard Street
Hartford, Connecticut 06114

FEDERAL TRADE COMMISSION
Docket No. 8877 RESPONDENT Exhibit No. 188
In the Matter of: Dec-Eve-Mar
Date 6/18/73 Witness Reporter 25

RECEIVED APR 30 1973

1320

FROM: MRS. ACHES GALER
12 BARNARD STREET
HARTFORD, CONNECTICUT 06114



THE PHOENIX COMPANIES
ONE AMERICAN ROW
HARTFORD, CONNECTICUT 06115

R

?

mail bill out

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 188-A

Symbra'ette Inc.

Brassieres and Panty Girdles

460 Meridian Avenue

San Jose, California 95126

X-188a

4510

RX-189

April 24, 1973

OK
11

Symbra'ette, Inc.
460 Meridian Ave.
San Jose, Calif. 95126

Dear Madam:

Since my Symbra'ette Consultant has left the area, I would like to order bra #262, size 34 CC, plus one elastic for my old bra, direct from you.

You can either send it C.O.D., or let me know the amount, and I can mail you a check.

If there is a consultant in Salinas, please let me know.

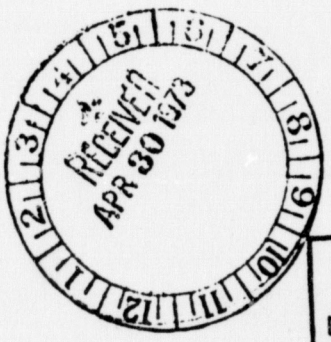
Thank you.

Sincerely,

Meredith T. Moore

Mrs. John A. Moore
22701 Manolete Dr.
Salinas, Calif. 93901

1522



FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 189
In the Matter of: Dee Bee-Mar
Date 6/18/73 Witness _____ Reporter CR

RX-189a

AND MRS. JOHN A. MOORE
22701 Muratette Drive
Terrace Estates
Salinas, California 93901

U.S. POSTAL SERVICE CA 935
APR 26
1973

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT F.T.C. No. 189-A

Joaquin Moore
Secretary

Symbra'ette, Inc.
460 Meridian Ave.
San Jose, Calif. 95126

23 Janis Way 1521
Santa Cruz, Ca. 95060

April 5, 1973

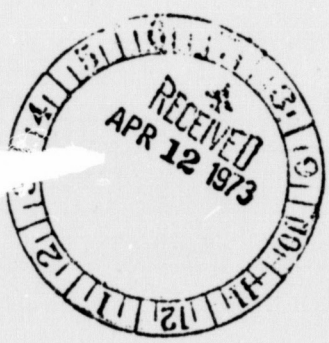
Dear Sir:

I have seen your wonderful bra and can find none to compare with them. And would like to know the name and address of your nearest saleslady.

I live in Lavergne Tennessee. My address is Barbara Boyd, 138 Mason Cycle; Lavergne, Tennessee. But I want to know your nearest salesman to Murfreesboro Tennessee.

Thank you

Barbara Boyd
138 Mason Cycle
Lavergne, Tennessee
37086



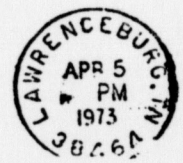
1521

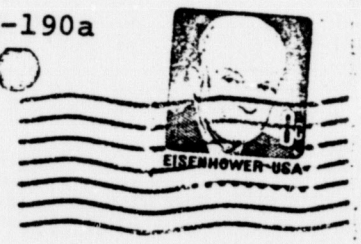
FEDERAL TRADE COMMISSION
Docket No. 8872 RESPONDENT Exhibit No. 190
In the Matter of: Dor-Go-Mor
Date 6/18/73 Witness Reporter CR

1525

RX-190a

Barbara Boyd
138 Maple Circle
Lebanon, Tenn. 37086





Sigmatron Electronics
P.O. Box 66500
Scotts Valley, California
95066

FEDERAL TRADE COMMISSION
Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 190 A

1523

-386a-

~~RX 191~~

Rt. 2, Box 387
Bluefield, W. Va.
4-5-73

Dear Sirs,

I purchased a bra. through a rep. & have liked it better than any I have ever worn.

I would like to purchase another one.

It was 262-40-F.

Please send me another one C. O. D.

I don't know how to get another one since

ON
No. 191
In the Matter of:
Date 6/18/73 Witness Reporter

RX-191a

Rt. 2, Box 381
Bluefield, W.Va. 24701

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AM
1973

EISENHOWER·USA

FEDERAL TRADE COMMISSION
Docket No. 8872 1918 2-3 EXHIBIT No.

Janis Way
Santa Cruz, Ca.
Symbra' Ette Inc., 95060
Brassieres + Panty Girdles
~~960 Meridian Ave.~~
~~San Jose, California 95126~~
95126

RX-192

4-9-73

Dr

I have tried to locate a Consultant for the Symbraïette bras and don't seem to be able to. If you can send me the name of anyone fairly near to Pine Bluff or Dumas Arkansas I would appreciate it. Or if you can send me a cotton bra in size 34C - send C.O.D.

Thank you

Joan Leonard
Lyon Rt.
Dumas. Ark.
71639

FEDERAL TRADE COMMISSION
Docket No. 8872 Respondent Exhibit No. 192
In the Matter of: Dor-Re-Mar
Date 6/18/73 Witness _____ Reporter EB

1531

RX-192a

Joan Tronark
Lyre Route
Dumas Ark.
71639

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APR 1973
AM PM

EISENHOWER·USA

RECEIVED
APR 13 1973

Symbraette Inc.
460 Meridian Avenue
San Jose. California 1530
95126

FEDERAL TRADE COMMISSION
Docket No. 8872 - ~~COMMISSION~~ RESPONDENT Exhibit No. 192 A

20 Millwood Ave
Edison, New Jersey 08817
April 6, 1973

Symbra'ette Inc
460 Meridian Avenue
San Jose, California 95126

Gentlemen:

I recently tried to contact Mrs. Grady Metcalf, 7 Joan Drive, Hampton, Virginia 23366, (with who I had dealt previously) in order to purchase some of you bras. I have had no reply from her.

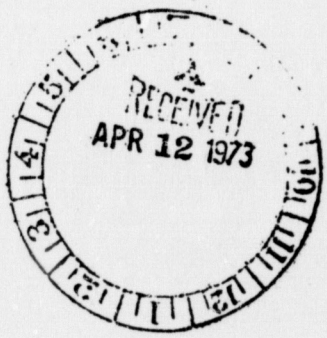
I am hoping you can either put me in touch with Mrs. Metcalf or some other consultant in order to make my purchase.

Thank you for your prompt attention to this matter.

Sincerely yours,

Mrs. G. Charles Munzenmaier

P. S. Enclosed please find self-addressed stamped envelope.



1333

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 193
In the Matter of: Dor-Ro-Mar
Date 6/10/73 Witness Reporter PR

1334

RX-193a

[illegible] C. Mansemden
20 Hillwood Avenue
Edison, New Jersey 08817

NEW BRUNSWICK N.J. MAR 6 1973 08840

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 193-A

Symbra'ette Inc.
460 Meridian Avenue
San Jose, California 95126

23 Jones Ct
Santa Fe
87060

1532

Helen Green

March 9,1973

Symbra'ette Inc.,
470 Meridian Avenue
San Jose, California 95126

Gentlemen:

I purchased one of your bras some time ago, and have been very pleased in the way it fits, and the way it holds its shape through laundering. The bra was bought thru a friend of mine in Orlando, Florida , but it is not convenient for me to order from her again.

The size and number she fitted me with was - Size 34 D , # 262 which still fits, and I assume I should continue to wear the same size and #. The 262 is the only style I am familiar with.

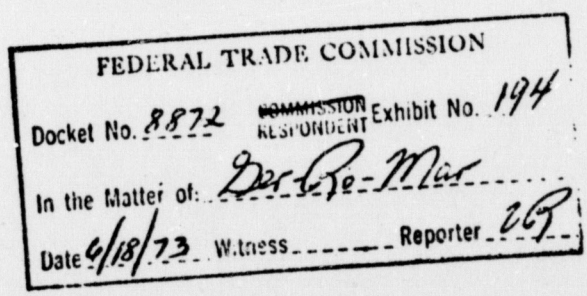
Please mail me (2) (size 34d # 262) the mailing address is Virginia H. Cotton, P.O Box 2465, Panama City Florida 32401.

You may bill this to my American Express card # 043 524 3811200 AX or Master charge # 543997 618 605 73, or mail them COD whichever you prefer.

Thank you for your attention.

Virginia H. Cotton

Virginia Cotton



1536

The Commonwealth Corporation
Mortgage Bankers
P O BOX 2465 • PANAMA CITY, FLORIDA 32402

RX-194a

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION / RESPONDENT Exhibit No. 194-A

Symbra'ette Inc.,
460 Meridian Avenue
San Jose, California 9

-394a-

5126

1535

LOLLIE JOHNSON

FRANKLIN PARK
ILLINOIS 60131

Dear Mrs

some years ago I purchased
cookware from the Dynamatic Co through
a lady distributor. Since then I have
not contact with this lady. I was
very satisfied with your product and
would like to invest in it again

Can you please send me a brochure
or the name of a distributor in my
area.

Sincerely

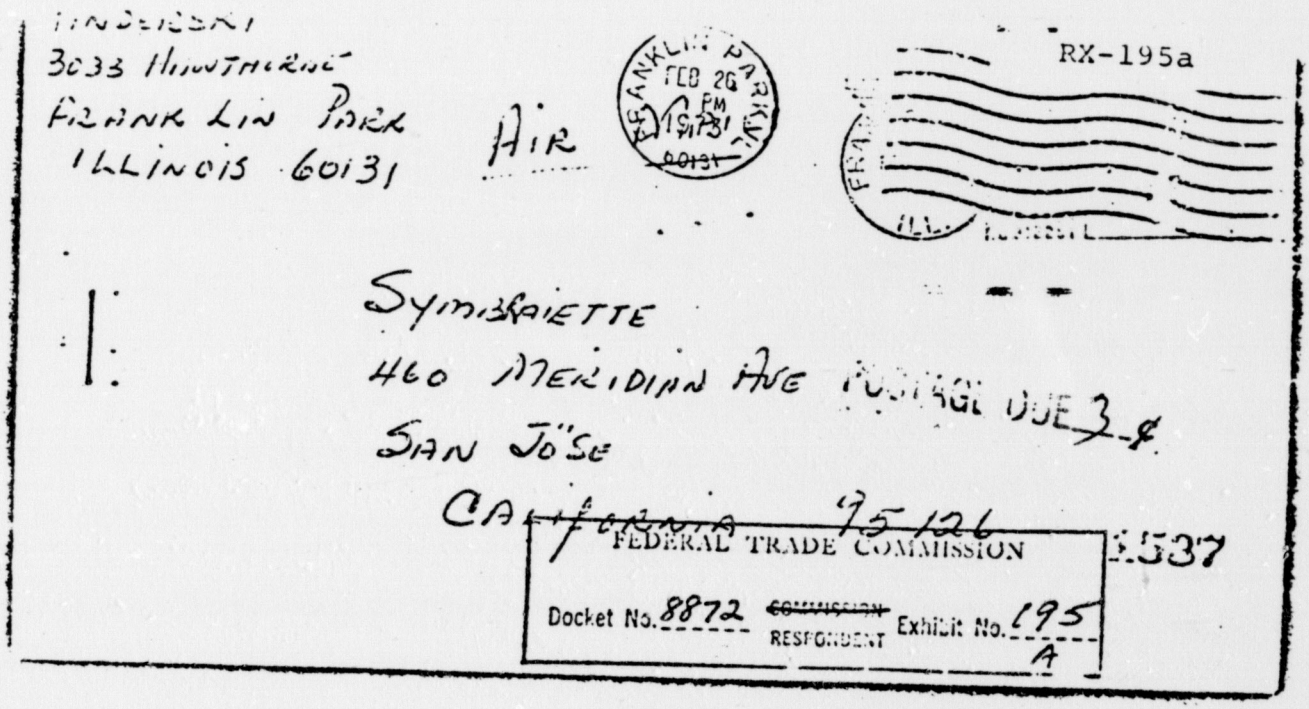
MRS. RICHARD PINDERSKI

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 195
In the Matter of: Dor-Ro-Mat
Date 6/18/73 Witness _____ Reporter CB

RECEIVED MAR 2 1973

1538

RX-195a



3033 Hawthorne
Franklin Park
Illinois 60131

AIR

FRANKLIN PARK ILL.
FEB 26
1 PM
1973
60131

Symbiaette
460 Meridian Ave
San Jose
California 95126

POSTAGE DUE 3¢

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 195 A

1537

-396a-

Dear Sir:

I have a problem. Have worn your girdles and love them, but alas, no sales representative in this area.

Would you please advise me as to the nearest representative. If there isn't any in the Maryville or Knoxville area, do you have an order department?

Do hope you can help me as I have worn your girdles for a long time and really find them to be the best.

Sincerely.

Sylvia L. Miller

1564 Maury Street

Alcoa, Tennessee 37701

Sylvia L. Miller

IRENE'S COSMETICS MEMPHIS

FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 196

In the Matter of: Der-Bo-Mar

Date 6/18/73 Witness _____ Reporter CR

1540

Miss Sylvia L. Miller
1564 Maury Street
Alcoa, Tenn. 37701

Symbra·Ette

P.O. BOX 5730

SAN JOSE, CALIF. 95150

POSTAGE DU

FEDERAL TRADE COMMISSION

Docket No. 8872 ~~COMMISSION~~ RESPONDENT Exhibit No. 196 A

RX-196a

VIA AIR MAIL

1539

UE 11 ¢

-398a-

You and the

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 201
In the Matter of: Dr-Re-Mor
Date 6/16/73 Witness _____ Reporter CR

ALL-WAY®
HOME-CARE KNOW-HOW
...at your doorstep!

Sales Plan

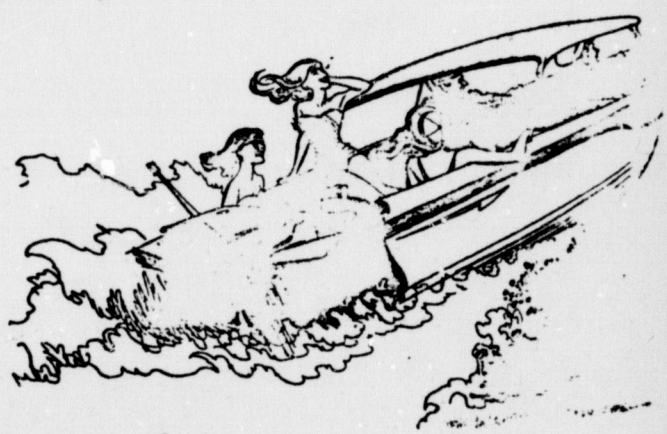
THE AMWAY® SALES PLAN . . .

Fulfilling the desires of thousands throughout the United States and Canada.

SMALL

to provide extra income to supplement your present income

Offering a better way of life for you and your family. The Amway sales plan — what you want it to be:

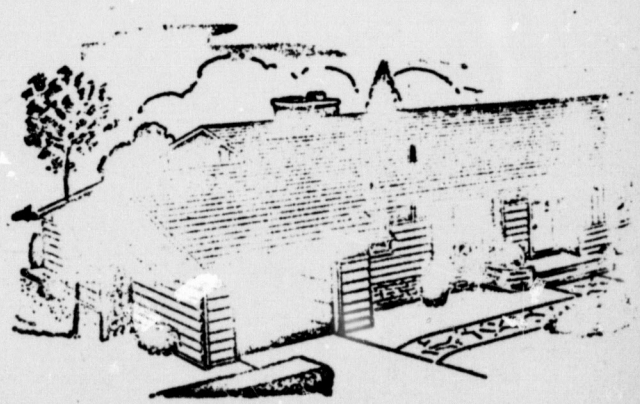


OR LARGE

to support your family in the style you desire

AA

A new home,
new car,
college degree.



YOU

ALONE SET THE LIMIT . . . it's all up to you!

You decide how much time and effort you are willing to devote to attain your goals.

Amway Corporation, Ada, Mich

© 1970 Amway Corp., Ada, Mich., U.S.A.

1532

THERE ARE 3 THINGS YOU WANT TO KNOW ABOUT THE AMWAY® SALES PLAN

- WHAT IS IT?
- CAN I DO IT?
- HOW MUCH CAN I EARN?

1593.

THE PLAN

WHAT IS THE AMWAY® SALES PLAN?

the opportunity of your life!

ORDINARY WORK HAS — MANY LIMITATIONS

PUNCH TIME CLOCK

WORK FOR SOMEONE ELSE

LIMITED POTENTIAL

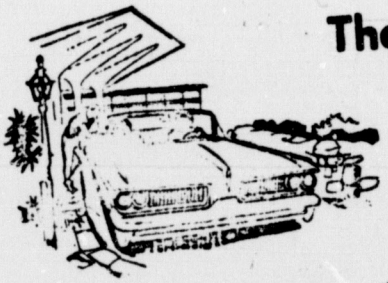
WITH AMWAY THERE ARE:

NO QUOTAS

NO TERRITORIES

NO LIMITING FACTORS

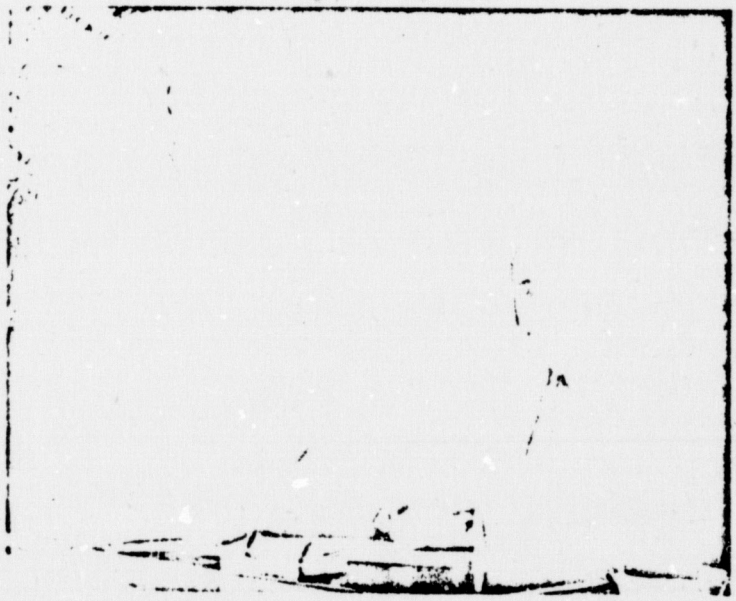
The Amway Sales Plan – Set Your Own Goal



Have the extras you want; a
your present income; be you
boss; choose your own hours
additional income at retire
for your estate, or for traveli

It's the excitement of pers
person selling.

THE COMPANY BEHIND THE AMWAY® SALES PLAN...



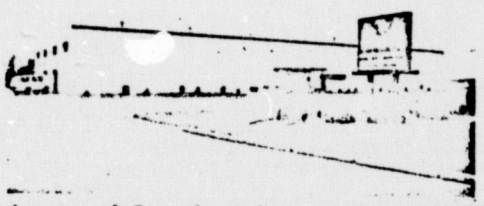
JAY VAN ANDEL
Chairman of the Board

RICHARD DE VOS
President

Amway was founded in 1959 by Jay Van Andel, Chairman of the Board, and Rich De Vos, President. They started Amway in the basements of their homes. They know what it means to start small.

By 1970, in eleven short years — Amway U. S. and Canadian sales grew to over $120,000,000 per year! They continue to grow at a rapid rate!

Ask your Banker Amway has earned the highest ratings by the national financial rating services.



Amway of Canada, Ltd. — a company built in Canada for Canadians!

The Amway Plant, Ada, Michigan — living testimony to the industry and faith of all who took the Amway opportunity.

1 THE PLAN

AMWAY® PEOPLE ARE DEDICATED TO THE PRINCIPLES OF FREE ENTERPRISE...

Determined to give everyone a chance to build a business organization within an independent framework.

Amway distributors have one thing in common: Faith . . . faith in God, faith in free enterprise, faith in their own ability to build a secure future.

Amway distributors believe in sharing their opportunity and helping others to succeed.

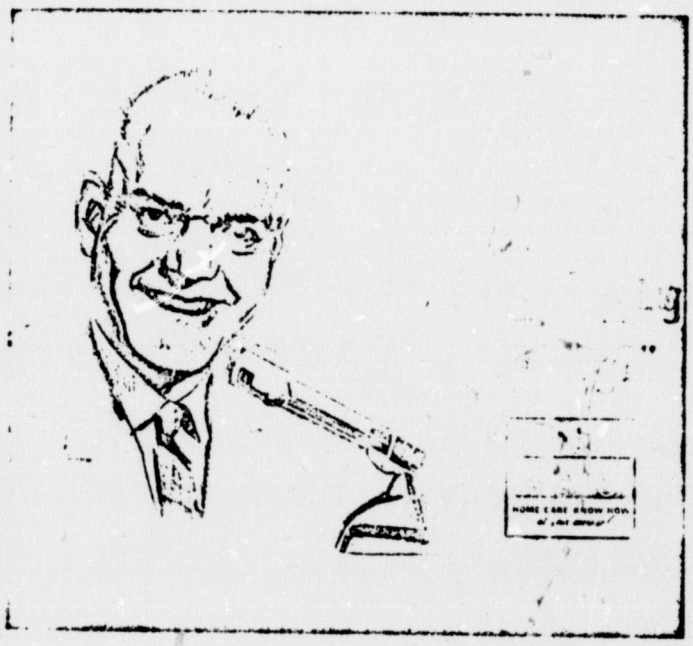
They believe in people and in their ability to build a future for themselves through the Amway Sales Plan.

THESE BUILDINGS ARE DEDICATED TO THE THOUSANDS OF INDEPENDENT DISTRIBUTORS OF AMWAY PRODUCTS ACROSS THE CONTINENT. THEIR BELIEF IN THE FREE ENTERPRISE SYSTEM MAKES THIS BUSINESS POSSIBLE.

Bronze plaque in the Executive Building at the Amway Corporation plant in Ada, Michigan.

AMWAY DISTRIBUTORS ARE BACKED BY NATIONAL ADVERTISING

Presently Amway sponsors Paul Harvey each Saturday at 12:30 on the ABC Radio network, and carries on an extensive year around magazine advertising campaign in national magazines and in daily newspapers in U. S. and Canada.

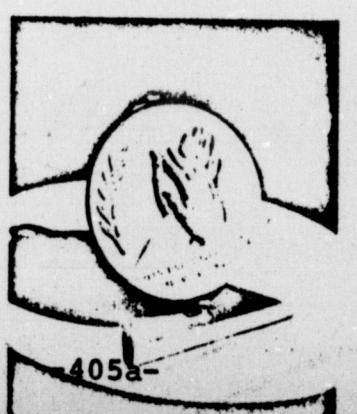


AMWAY IS A RECOGNIZED LEADER IN FREE ENTERPRISE . . .

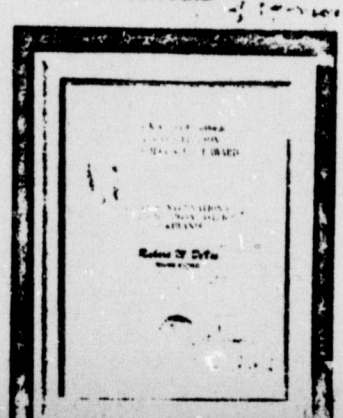
FREEDOM FOUNDATION MEDAL

ACHIEVEMENT AWARD

DISTINGUISHED SALESMAN'S AWARD



THOMAS JEFFERSON FREEDOM OF SPEECH AWARD



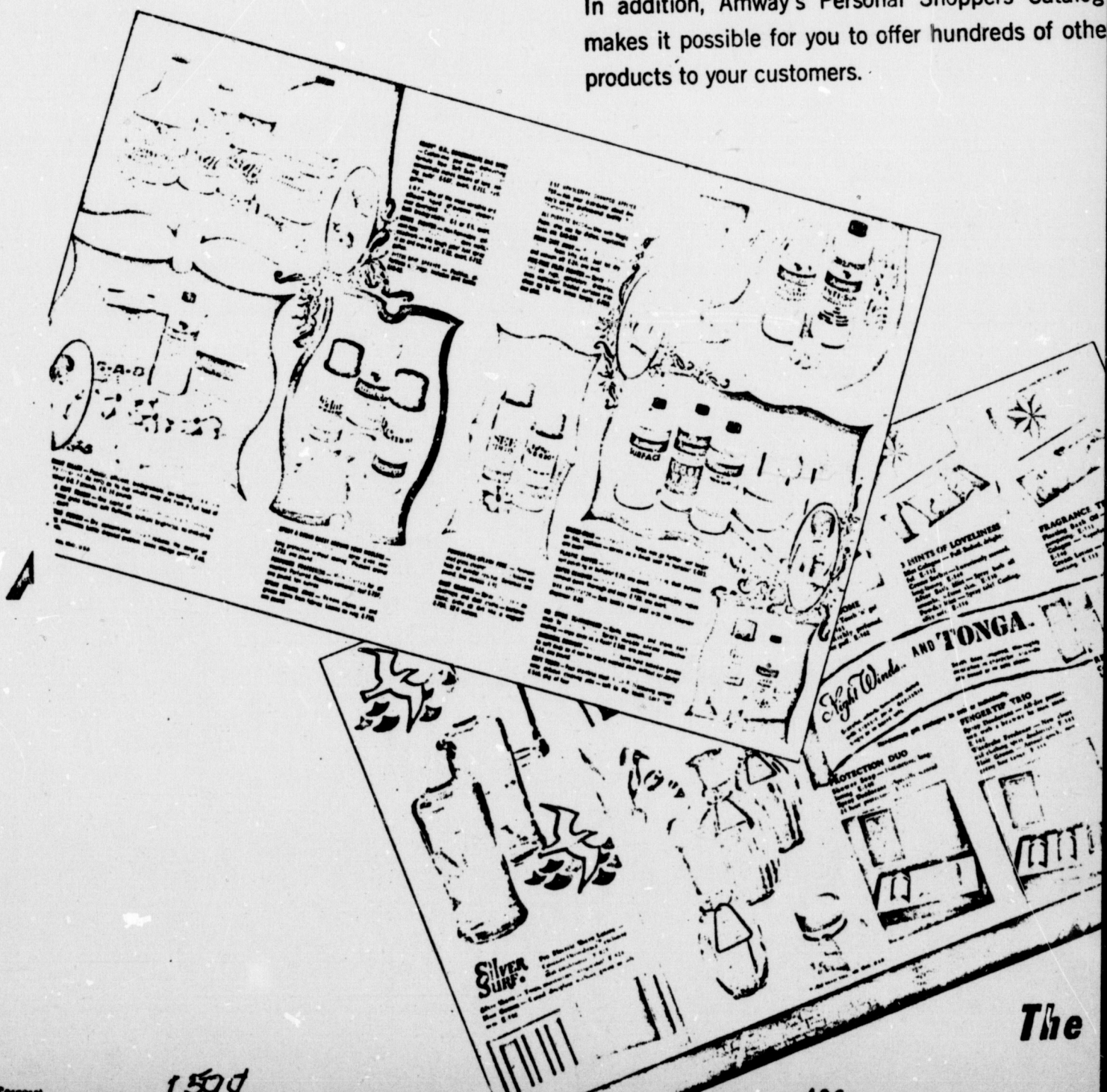
1 THE PLAN

THE PRODUCTS BEHIND THE AMWAY® SALES P

Amway® products can be used in EVERY HO

There are over 150 Amway products for personal home care, auto care and clothing care

In addition, Amway's Personal Shoppers Catalog makes it possible for you to offer hundreds of othe products to your customers.



The

1504

MOST OF THE PRODUCTS ARE FORMULATED AND MADE IN AMWAY'S MODERN LABORATORY AND MANUFACTURING FACILITIES

New products are added to the Amway line at regular intervals to give customers new items to purchase when you call.

Most are dispensed out of a can, bottle, tube or box. They're used up! Customers will re-order regularly.

And each and every one of these fine products is backed up by Amway's money-back guarantee.

potential for Amway® products is SPECTACULAR!

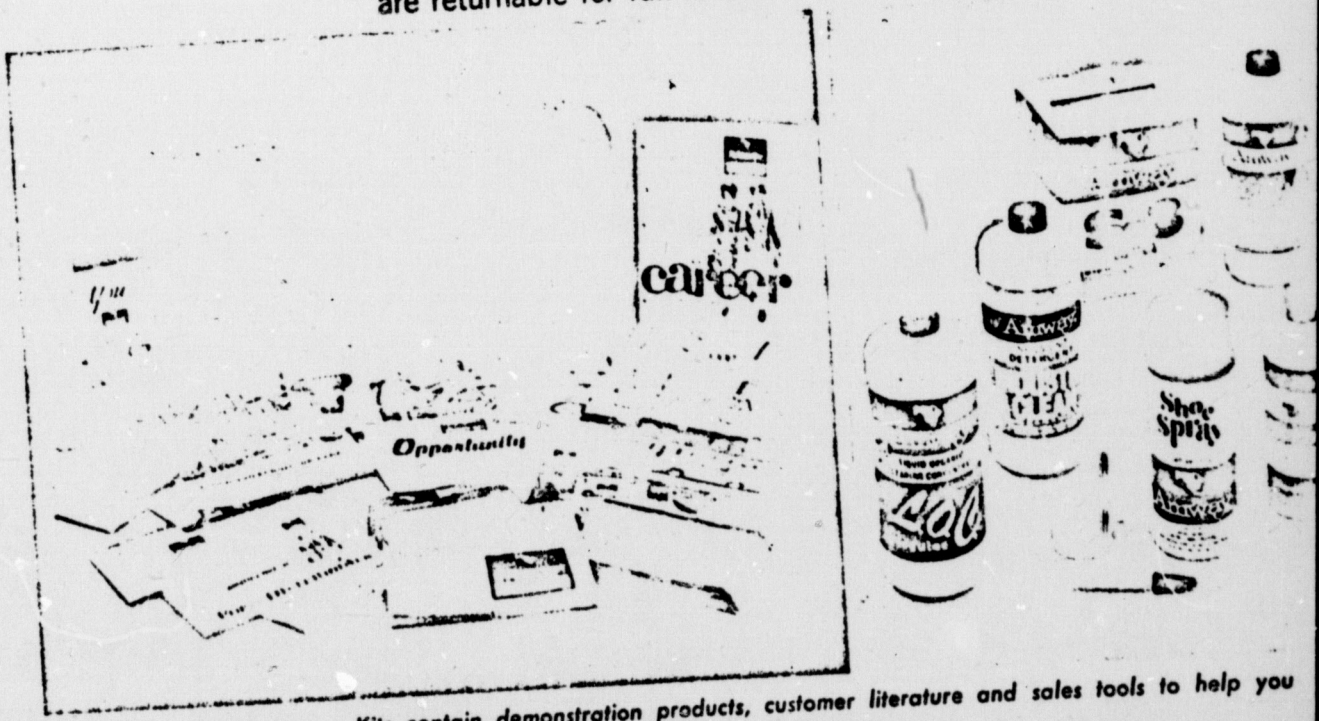
2 CAN I DO IT?

YES...here is how you start...

A INVEST LESS THAN TWENTY-FIVE DOLLARS . . .

1. FOR YOUR OWN AMWAY SALES KIT AND PRODUCT KIT

Purchase of the **Sales Kit** is required of every new Amway distributor because it contains the necessary training literature to get you started. Purchase of the **Product Kit** is optional but is encouraged because it contains the five most popular Amway products — the ones easiest to demonstrate and sell. Both kits are returnable for full refund if in new and current condition.



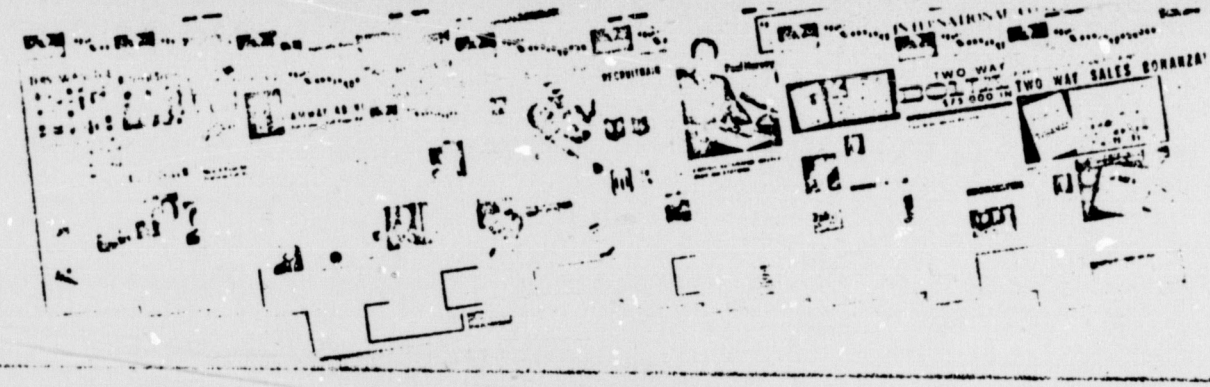
Kits contain demonstration products, customer literature and sales tools to help you secure your first 25 customers.

2. FOR A VOICE

As an Amway distributor, you'll have a voice in recommending distributor policies for Amway through your Distributor Association, whose national Board of Directors consults with Amway frequently on such matters. True democracy in action!

1600

-408a-

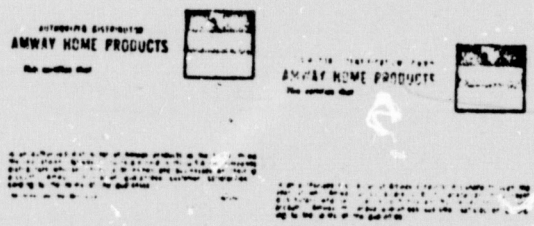


3. FOR SUBSCRIPTION TO THE MONTHLY AMAGRAM

You receive a subscription to the Amagram — the Amway news publication sent to you each month featuring new products, sales techniques and distributor information.

4. FOR YOUR OFFICIAL AMWAY IDENTIFICATION CARDS

For both husband and wife



- **AS AN AMWAY® DISTRIBUTOR,** you purchase Amway products at wholesale from your sponsor and sell them at retail to your customers.

- **AMWAY MAKES AVAILABLE TO YOU** exciting sales tools and literature to help you build your own business.

- **LOCAL TRAINING SESSIONS** conducted by your sponsor and Direct Distributor will give you valuable information and friendly contacts.

2 CAN I DO IT?

B TRY THE PRODUCTS IN THE PRODUCT KIT YOURSELF

They are full-size packages of Amway's easiest-to-demonstrate and easiest-to-sell products.

SEE HOW THEY WORK FOR YOU . . .

When you are satisfied that they do perform as represented, then you can move confidently . . .

SHOW AND DEMONSTRATE THEM TO YOUR FRIENDS

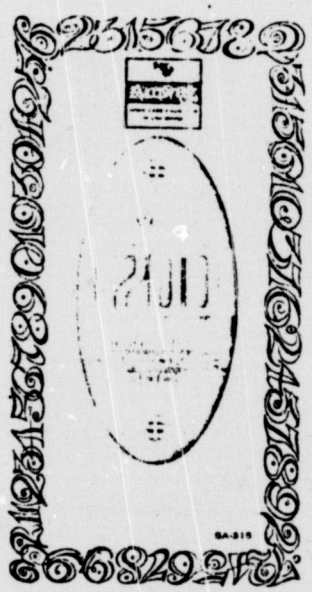
WE SAY "TELL . . . DON'T SELL"

C **MAKE A LIST OF PEOPLE YOU KNOW IN YOUR $1200 BOOK . . .**

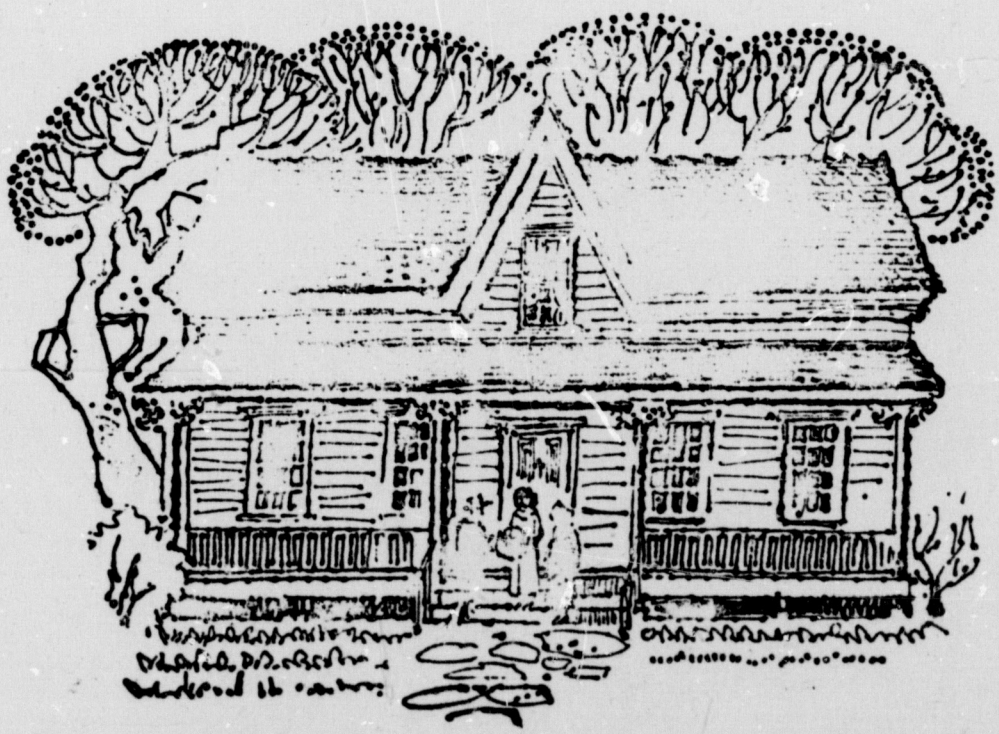
FRIENDS

RELATIVES

NEIGHBORS



(your prospect book)



***Homes right in your neighborhood are* FULL OF CUSTOMERS!**

2 CAN I DO IT?

D EARN WHILE YOU LEARN

Attend the 7 short, easy Know-How training sessions held by your sponsor. Attend your sponsor's regular Amway get togethers. You'll quickly learn the Amway fundamentals: how to sell, how to sponsor other distributors, how to operate your Amway business profitably. You're providing a genuine service to your customer friends — pointing out a better way of life — saving them money — and earning money!

Customers make recommendations

When you call back a few weeks later, your customers will be enthusiastic about your Amway products: will want to see more of them; they'll make appointments with their friends for you to show your products! From then on, you'll be doing "repeat business" with your group of customers.

3364

Your Business is Protected . . .

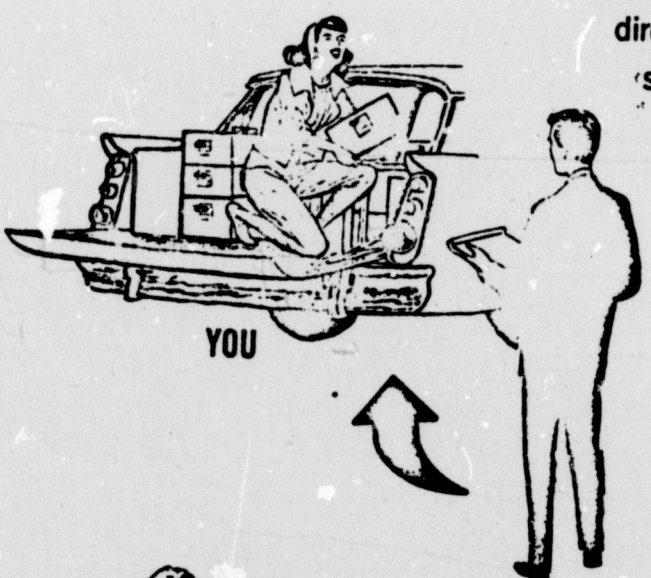
BY THE CODE OF ETHICS AND THE RULES OF CONDUCT

This carefully developed pattern of operation helps keep independent Amway distributors on the right track to make sure that their business will be built on a sound and lasting foundation.

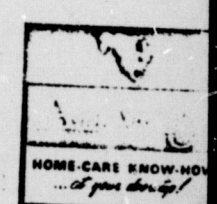
22 CAN I DO IT?

E YOU PURCHASE PRODUCTS FROM YOUR SPONSOR

You'll get your product needs at wholesale prices from your spons
With Amway, you start earning money right away with no large inve
tory investment! You need buy only enough products to satisfy t
needs of your customers. Your sponsor buys Amway products fro
his sponsor and so on, right up to the Direct Distributor, who dea
directly with Amway. The sponsorship system means th
someone is always thinking of your best interests, lendi
you a helping hand. Each shares with the other.



EACH DISTRIBUTOR'S SUCCESS DEPENDS ON THE SUCCESS OF THOSE HE SPONSORS



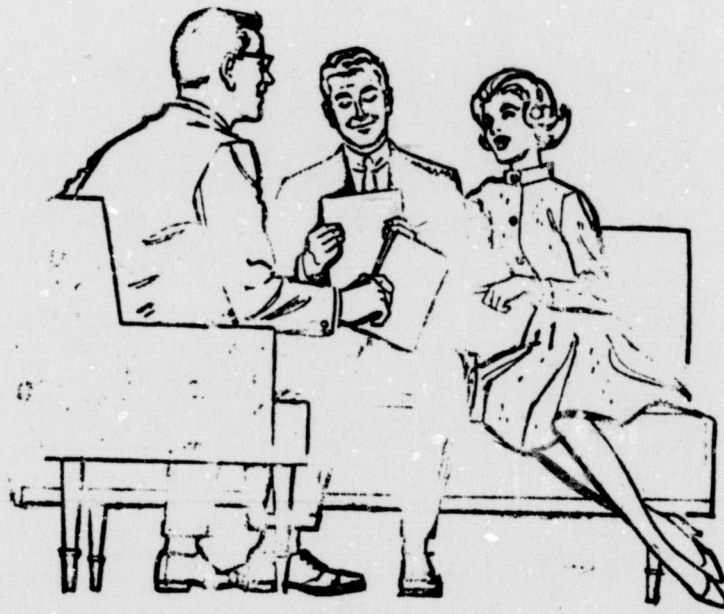
1606

SPONSOR OTHERS

Your profit from sponsorship is a greater monthly refund. Your total Purchase Volume includes your personal sales plus those of the distributors whom you sponsor. You pay your distributors the refund they earn but, because your total is greater than the Personal Volume of any of the distributors whom you sponsor, you receive a larger refund than you pay out.

And you earn in the same way on the Purchase Volume of the new distributors whom your distributors sponsor . . . and on those they sponsor . . . and so on. You form a growing group, and every dollar of sales made by any member will be a dollar of additional volume for you.

When you are a sponsor, you are building income for your family today, income for your retirement, and income that becomes part of your estate.



— THAT'S WHY

AMWAY® IS NOT "EMPLOYMENT,"

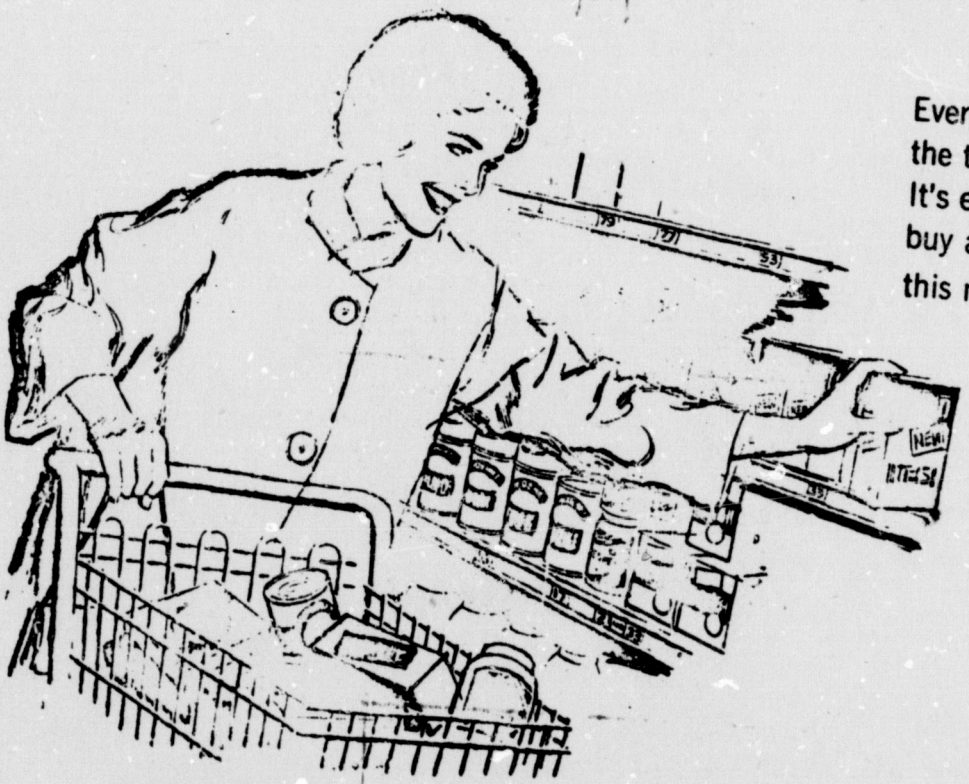
BUT RATHER A REAL CAREER —

A GROWING . . .

BUSINESS OF YOUR OWN

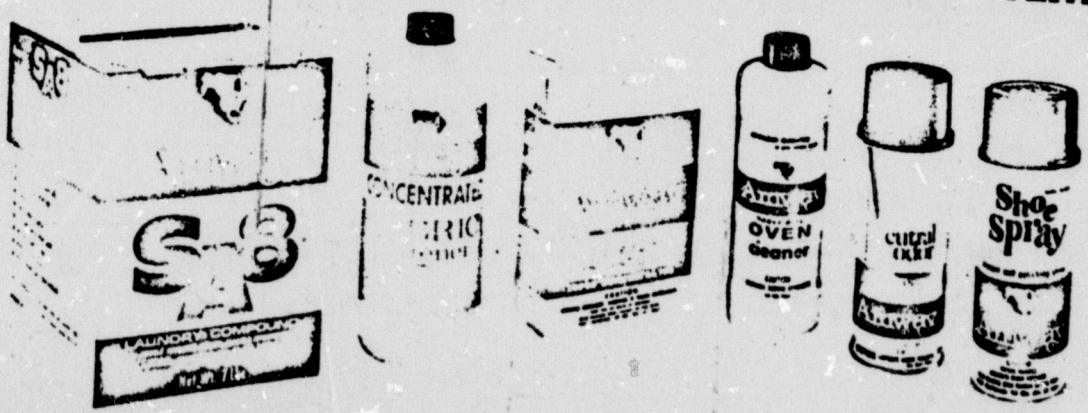
HOW MUCH CAN I EARN?

As much as you are willing to work for!



Every week people are buying the type of products you offer. It's easy for your customers to buy an average order of $5.00 this month . . .

SIMPLY OFFER THEM ANY 3 OF THESE ITEMS . . .



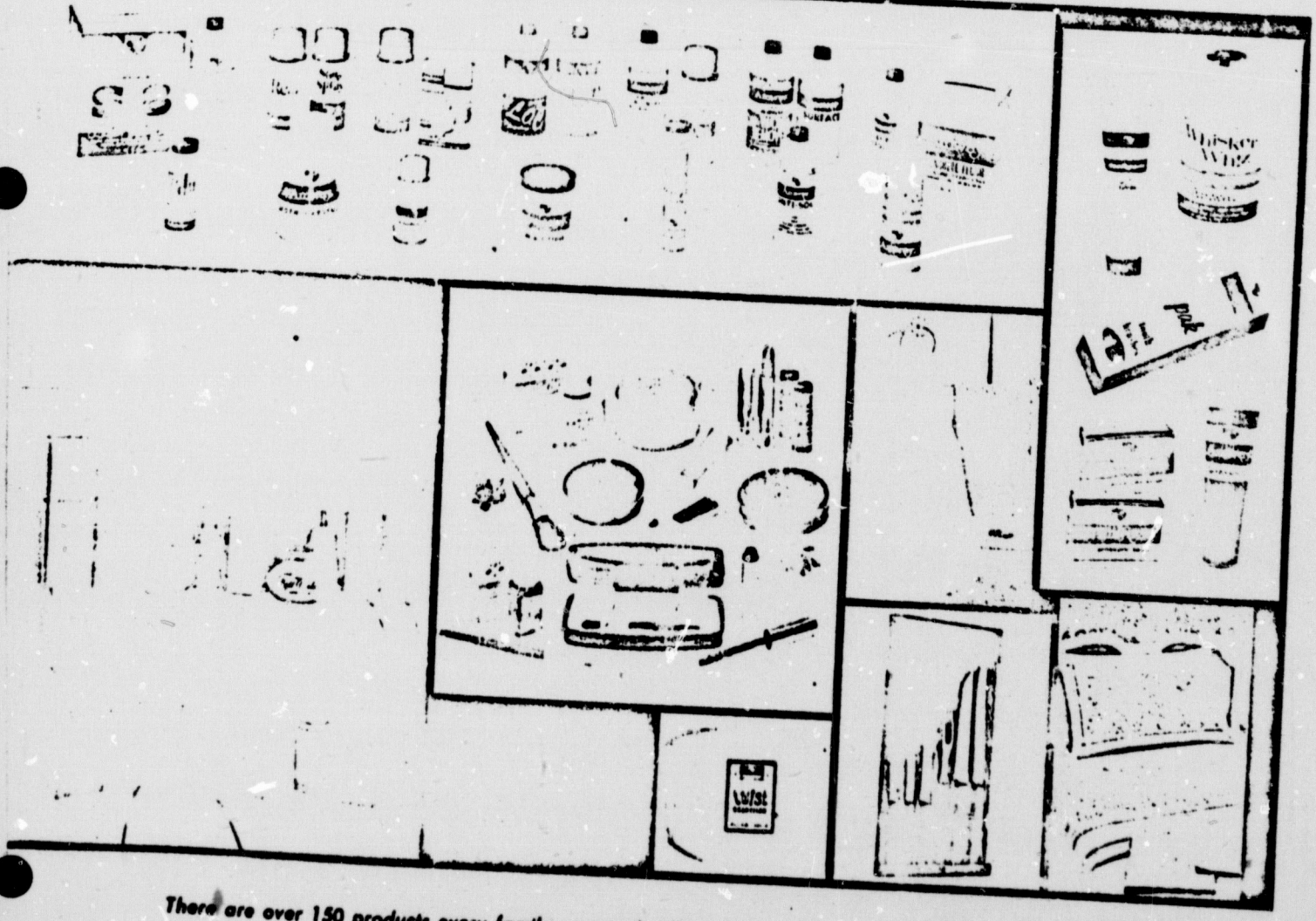
ANY 3 ITEMS WILL TOTAL OVER $5.00

1608

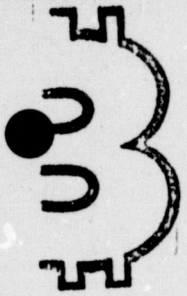
THEN, NEXT MONTH OFFER THEM 6 MORE . . .

ANY 3 OF THESE 6 SHOWN WILL TOTAL AT LEAST $5.00

Continue this every month for over a year without repeating a single product.



There are over 150 products every family uses and will need to reorder several times each year.



HOW MUCH CAN I EARN? **PUT IT THIS WAY . . .**

for a small business of your own

By making just one average sale of $5.00 per day, you can sell $100.00 worth of products a month

selling days a week _____ = $25.00 a week

20 selling days a month _____ = $100.00 a month

Your 30% average immediate income on $100.00 sales (at PV) _____ = $30.00

Plus . . . a *3% refund on $100.00 in PV _____ = $3.00

EQUALS . . . YOUR TOTAL MONTHLY INCOME . . . $33.00

Nice Extra income for a small part-time retail business — taking about a half hour a day.

*See refund schedule page 21

1610

REFUNDS ARE PAID ON THE TOTAL MONTHLY PURCHASES *(PV) OF PRODUCTS YOU'LL BE USING AND SELLING

In addition to your immediate sales income from basic discounts (most products – 35%; some 25% – less on some commercial sizes – average 30%)

YOU WILL ALSO EARN REFUNDS ACCORDING TO THIS CHART . . .

IF YOUR TOTAL MONTHLY PV IS... TOTAL MONTHLY PV	YOUR REFUND WILL BE REFUND
$ 1 to $ 99	0
100 to 299	3%
300 to 599	6%
600 to 999	9%
1000 to 1499	12%
1500 to 2499	15%
2500 to 3999	18%
4000 to 5999	21%
6000 to 7499	23%
7500 and up	25%

*Amway® calls this "PURCHASE VOLUME" or PV for short

HOW MUCH CAN I EARN?

TO BUILD A LITTLE LARGER BUSINESS . . .

You might sponsor 6 distributors who . . . each sell $5.00 PV per day just as you do

YOU WILL EARN

7 distributors x 20 days at $5.00 per day _____ = **$700.00** ***PV FOR THE MONTH**

***9% refund** _____ = **$63.00**

***Less six 3% refunds on $100.00** _____ = **$18.00** **REFUNDS YOU PAY TO YOUR DISTRIBUTORS**

(3% of $100.00=$3.00×6=$18.00 in refunds you pay to your distributors)

You keep _____ = **$45.00**

Plus 30% average immediate income on products you sold _____ = **$30.00**

YOUR TOTAL MONTHLY INCOME . . . $75.00

Good Income for ABOUT ONE HOUR PER DAY

Plus you'll be spending time recruiting — training — motivating — supplying for greater refund profits. And, as each of your sponsored distributors also begins to sponsor distributors of his own, your business can grow even larger.

*See refund schedule page 21

1612

TO BUILD A STILL BIGGER BUSINESS . . .

You, plus your 6 distributors—each sponsoring 4 people (total 31 distributors) with everyone selling $5.00 PV per day

YOU WILL EARN

31 distributors x 20 days at $5.00 PV per day = **$3100.00 *PV FOR THE MONTH**

***18% refund** = **$558.00 TOTAL REFUND**

***Less six 6% refunds on $500.00** = **$180.00 REFUNDS YOU PAY**

(You pay refunds to the head of each group of 5 distributors and this distributor pays refunds on down*)
(1 group = 5 distributors × $100.00 = $500.00 at 6% refund = $30.00 × 6 groups equals $180.00)

You keep = **$378.00**

Plus 30% average immediate income on products you sold = **$30.00**

YOUR TOTAL MONTHLY INCOME . . . **$408.00**

Excellent Income for ONLY A FEW HOURS PER DAY!

*See refund schedule page 21

And the opportunity is there for you to continue to build your sales organization in this same way until you attain a monthly PV of $7500.00 or more. It will, of course, require more time and more effort but it can be done as a part-time business.

WITH OVER $7,500 IN MONTHLY PURCHASE VOLUME, YOU COMPLETE THE FIRST STEP TO QUALIFY AS AN AMWAY® DIRECT DISTRIBUTOR

Not all distributors are willing to put forth the time and effort to attain Direct Distributor status, but the benefits can be very rewarding for those who are willing to work hard enough and long enough to do so.

SECTION TWENTY-SIX

Following are the rules for buying and selling rights, including bonus rights, of any Shaklee Group:

1. Distributors may buy and sell with approval of Assistant Supervisors and Supervisors. Assistant Supervisors may buy and sell with Supervisor's approval. Both must have the approval of the Home Office. Supervisors and Coordinators may buy and sell with Home Office approval.

2. To be effective, a notarized copy of a sales agreement must be filed with the Home Office not later than 5 days before the end of a calendar month. The change is then effective on the first day of the succeeding calendar month.

3. Any Shaklee salesman (Distributor, Assistant Supervisor, Supervisor or Coordinator) who sells all or part of his business and/or bonus rights may continue selling and building another sales group, BUT THE SELLER MAY NEVER BUY BACK THAT PORTION WHICH HE HAS SOLD.

4. Sales agreements must clearly specify any changes in sponsorship brought about by the agreement, and must be signed by all parties to the agreement.

DIRECT DISTRIBUTOR BENEFITS

YOU CAN

ORDER PRODUCTS "DIRECT" FROM AMWAY®

YOU CAN QUALIFY TO EARN

(A) The full 25% refund.

(B) 3% Bonus on Direct Distributors whom you sponsor.

(C) A training Bonus for developing additional 25% Distributor Groups.

YOU MAY QUALIFY TO BECOME A VOTING MEMBER IN THE AMWAY® DISTRIBUTORS ASSOCIATION

YOU MAY BECOME SHARING WHEN

ELIGIBLE FOR PROFIT DECLARED BY AMWAY®

Some Direct Distributors continue to operate their Distributorships part-time. Many decide to make it a full time business.

1615

FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 202

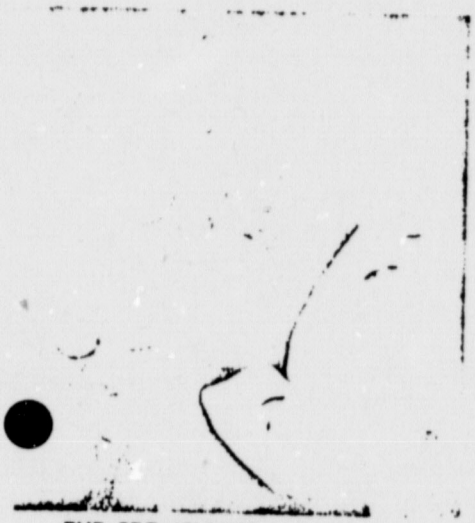
In the Matter of: Dor-Ro-Mac

Date 6/18/73 Witness Reporter CR

5330

PEOPLE JUST LIKE YOU ARE AMWAY® DIRECT DISTRIBUTORS

DO THESE PEOPLE LOOK ANY DIFFERENT THAN PEOPLE You Know?



THE STONELAKES — California
Former Occupations:
Sales Manager
Housewife

THE JANZES — British Columbia
Former Occupations:
Teacher
Housewife

THE GUNNETTS — Michigan
Former Occupations:
Factory Worker
Housewife

THE OWENSES — Florida
Former Occupations:
Teacher
Housewife

WITH THE PROVEN AMWAY® SALES PLAN

Success

CAN BE YOURS . . .

1616

FITTING THE EXPECTANT MOTHER

The Symbra'ette is an excellent bra for the expectant mother. She receives the gentle, but **firm** support that is so vital at this time.

Leave plenty of room in the top of the cup for when her breasts enlarge. The amount of room you leave depends on her month of pregnancy, normal bust size etc. Here you are going to have to use your own discretion to a great extent.

Show your customer how to float her tissue into the Uniband as when the breasts become very heavy this will be very important to her.

If she indicates that she would like to increase bust size anyway, then you are safe in fitting her rather large. But if she is normally a large busted woman, you will have to fit her a little smaller. Always sell her cup extensions and explain how they hook on the bra and give the extra room needed when her breasts enlarge rapidly at the end of her pregnancy. You might also give her an extra back extension in the event this is also needed.

The important thing is to be certain to leave her plenty of room so that the bra never *binds* her.

Careful fitting of an expectant mother enables her to utilize one bra during pregnancy, during nursing and when she is back to normal again. (this is an important economic point)

Of course, if she is going to nurse, this bra is, again, an absolute necessity. She should nurse with the bra on, with the Unibands up. This supports her bust while she is nursing and supports the breasts in the **natural** position.

Stress the comfort of the bra she will have during her pregnancy, and the **back support**. This is an extremely important point to them. Of course, bust maintenance is very important here also.

FEDERAL TRADE COMMISSION
Docket No. 8772 COMMISSION RESPONDENT Exhibit No. 742-16

780

CY 711316

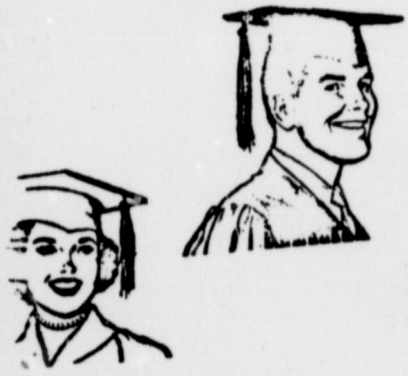
'ART YOUR OWN BUSINESS

ACT NOW...

THE WALKERS — Arizona
Former Occupations:
Factory Worker
Housewife

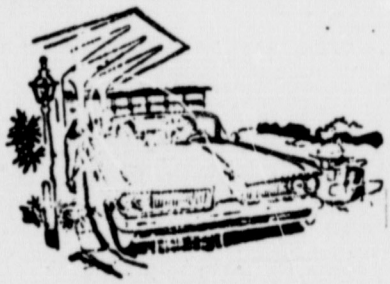
THE WILLIAMSES — Louisiana
Former Occupations:
Engineering
Housewife

HANSEN — Ohio
Former Occupation:
Housewife



YOUR GOALS CAN BECOME REALITIES IT'S ALL UP TO YOU!

THE EVANSES — Colorado
Former Occupations:
Farmer
Housewife



1617

SELLING SYMBRA'ETTE PRODUCTS

In any sales situation, it is basic that certain guide-lines be followed to achieve success. While Symbra'ette products do not have to be sold in the usual sense, but rather as one person sharing an exciting concept with another; there are some guide-lines which may help the inexperienced sales person.

Initially you must obtain the interest of your prospect. This, of course, is easily done, due to the fact that she is at the showing. Next you obtain her interest by explaining what the bra or girdle will do for her personally. Now you must create a desire for our product, this you can do by putting the garment on the customer. The merchandise will, at this point, sell itself. All that remains is closing the sale.

Never ask your customer a question that can be answered *yes* or *no*, such as "do you want the bra?" Assume she is going to buy and give her a choice. While she is admiring the bra and girdle begin to write up the sales slip and ask, "Would you like one or two bras?" – or "Would you like to wear it home, or shall I put it in a bag?" That is – give her a choice.

It is advisable to have your customer purchase more than one bra because there will be less chance of her returning to wearing a conventional bra. You should stress the importance of **constant** wear of our bra to allow it to function properly.

GIVE HER TIPS ON GARMENT CARE

The few seconds you take to tell your customer how to care for her garment are an investment in her continued patronage. Tell her how to launder her garments, explain that frequent laundering prolongs its life. Caution her against digging her nails into the elastic or pulling too vigorously at the fabric.

Tell her to give her Symbra'ette garment the same loving care it gives her. It will last longer and give the ultimate in figure control.

Wash by hand, reshape the cups and Uniband while still damp and let the bra dry naturally away from direct heat or sun. Do not put in washer or dryer.

Do not use detergents or harsh soaps.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 74Z 30

794

CX-74Z30

Join the

thousands of

independent Amway distributors

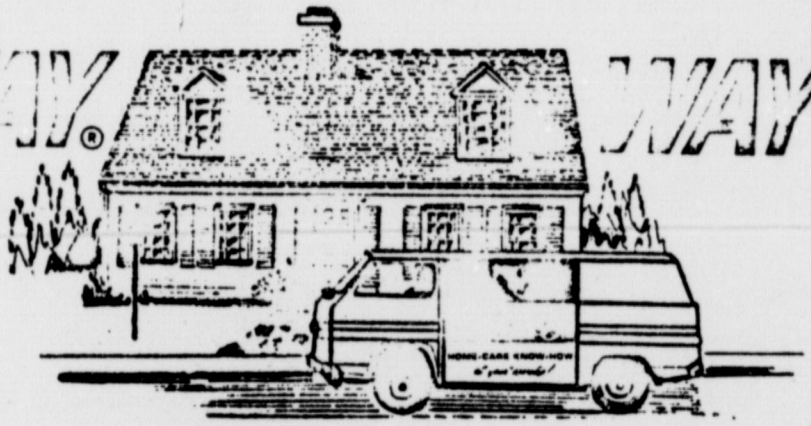
across the United States and Canada

who are showing everyone . . .

how to shop without going shopping

THE

AMWAY® WAY!



A Better Way to Shop!

A SALE A DAY IS THE AMWAY® WAY

Amway Corporation, Ada, Michigan, U.S.A. 49301 In Canada: Amway of Canada, Ltd., London Ont. (Dist.) Litho U.S.A. 0A5216 SA-214

UNITED STATES OF AMERICA
BEFORE FEDERAL TRADE COMMISSION

In the Matter of GER-RO-MAR, INC., a corporation d/b/a SYMBRA'ETTE and CARL G. SIMONSEN, individually and as President of GER-RO-MAR, INC.	DOCKET NO. 8872

TO: ADMINISTRATIVE LAW JUDGE DANIEL H. HANSCOM

STIPULATION OF FACTS

Complaint counsel and counsel for respondents hereby jointly set forth the relevant and material facts as to which there is no dispute. It is understood such facts are deemed to be conclusively established and will provide a record basis on which the Administrative Law Judge may file an initial decision.

I. The stipulated facts are as follows:

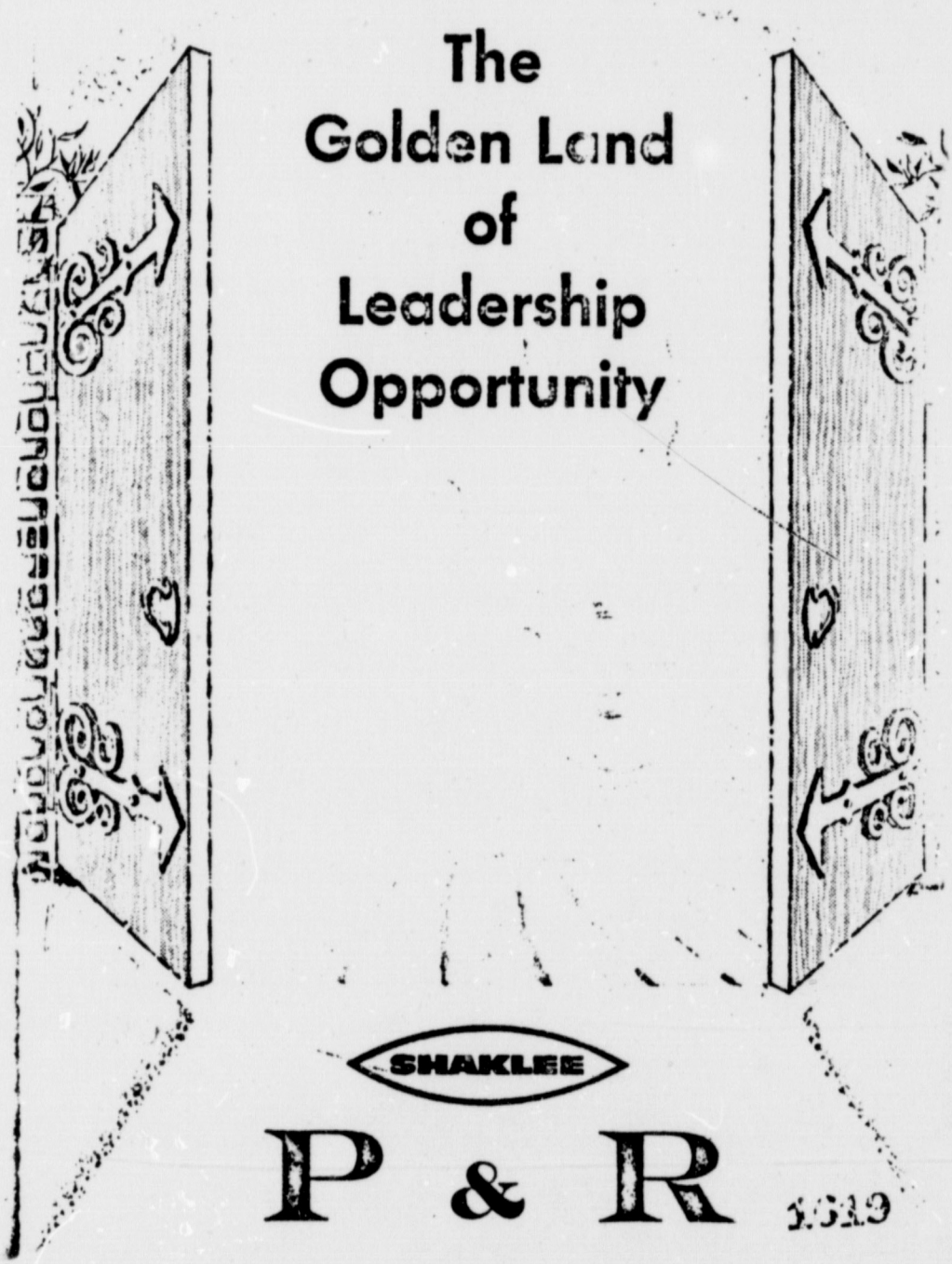
1. Respondent Ger-Ro-Mar, Inc., a corporation doing business as Symbra'ette, whose corporate name is now Symbra'ette, Inc. is a California corporation organized in 1963 and is existing and doing business under and by virtue of the laws of the State of California.

2. Respondents Ger-Ro-Mar, Inc., a corporation doing business as Symbra'ette, whose corporate name is now Symbra'ette, Inc. formerly maintained its home office and principal place of business at 460 Meridian Avenue, San Jose, California; and presently maintains its home office and principal place of business at 23 Janis Way, Scotts Valley, California.

FEDERAL TRADE COMMISSION
Docket No. 8872 Exhibit No. RX (V)
In the Matter of Ger-Ro-Mar, Inc.
Date 4/14/77 Witness ____ Reporter BTB

RX-202

WELCOME TO...



CX 742(c)

Respondent Carl G. Simonsen is an individual and is President and a director of Symbra'ette, Inc., (hereafter referred to as Symbra'ette). Respondent Simonsen founded Symbra'ette, instituted the Symbra'ette marketing program and distribution policies, and has been and is responsible for establishing, supervising, directing and controlling the business activities and practices of Symbra'ette. His business address is the same as that of Symbra'ette.

Symbra'ette is a name registered to Symbra'ette, Inc. under which said respondent does business, under which its products are sold, under which the activities hereinafter more fully described are known, and under which hereinafter the acts and practices of Symbra'ette may be set forth.

3. Symbra'ette is now, and for some time last past has been, engaged in the advertising, offering for sale, sale, and distribution of brassieres, girdles, swim-wear and lingerie to the public, under the "Symbra'ette" marketing system. Symbra'ette's sales to distributors have grown from $36,832.91 in 1965 to $2,054,250.62 in 1969 and in 1972 had fallen to $1,195,465.75.

4. In the course and conduct of its business, Symbra'ette now causes, and for some time last past has caused, its products, when sold, to be shipped from its principal place of business in California to purchasers thereof located in various states of the United States, and, in the course of establishing and maintaining its marketing program, has transmitted and caused to be transmitted contracts, promotional material, and various business papers to persons located in various states of the United States, and maintains, and at all times mentioned herein has maintained, a substantial course of trade in said products in commerce, as "commerce" is defined in the Federal Trade Commission Act.

5. Symbra'ette and its distributors are in substantial competition in commerce with other firms or persons engaged in the manufacture or distribution of similar products.

6. Symbra'ette has formulated a distribution system involving distributors at wholesale and retail levels, and has published Symbra'ette price lists, discount schedules, marketing manuals, sales bulletins, order forms, pamphlets, and other materials and literature. To effectuate and carry out the distribution system, policies, or plan, Symbra'ette and its distributors have entered into certain contracts, agreements hereafter more fully described.

849

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (2)

PRIVILEGES
and
RESPONSIBILITIES

It is an axiom in the field of direct-selling that success is never casual or unplanned. A specific set of rules is a must. Those rules must be fair to all concerned, and they must be followed in an orderly manner.

This booklet sets forth your rules. Each one clearly delineates either a responsibility or a privilege which is yours as a Shaklee Sales Leader, whether you are a new Assistant Supervisor looking forward to your future or an experienced Coordinator surveying your realm.

There are sound reasons for every rule. As the years go by, you will appreciate more and more the protection and security provided by The Shaklee P & R.

LEE SHAKLEE
Vice President
Shaklee Products

1620

(Revised July, 1963)

7. Since April 1, 1972, the Symbra'ette marketing plan has been a distribution network which allows a potential distributor to enter at the lowest level as a Consultant and work up to being a Senior Consultant, a District Director and, at the fourth and highest level, a Regional Director. One enters into the Symbra'ette distribution system as a Consultant by purchasing a sample kit for $20.95 which is refundable within 30 days. Promotion to one of the higher levels is made when a certain purchase volume is reached in a given month and such higher level is retained so long as a certain purchase volume is maintained for a calendar quarter. A distributor's gross profit is the difference between the price he pays for Symbra'ette products and the price at which he sells them with additional profit incentives.

All distributors purchase their needs directly from Symbra'ette at 35% off the suggested retail list price. Each distributor who has personal purchases of $500 purchase volume (suggested retail price totals) in any one month receives an additional profit equal to 5% of his personal purchase volume for such month.

In addition, the distributors receive the following:

a. Consultant - A consultant purchases at the basic discount of 35%. If his personal purchase volume for any month reaches $150, he receives an additional profit of 3% on purchases made by directly sponsored Consultants. A Consultant receives a $15 additional profit for each month that his personal purchase volume reaches $750. There are no other monies required beyond what has been listed above in this paragraph. There are no other profits accruing to said distributors other than those listed herein above.

b. Senior Consultant - A Senior Consultant purchases at the basic discount of 35%. He receives an additional profit of 5% on his personal purchases and 5% on his directly and indirectly sponsored Consultants' purchases. If his purchase volume for any month reaches $750 (provided his personal purchases reach $150) he receives 2% on the purchase volume of his directly sponsored Senior Consultants. A Senior Consultant receives an additional profit of $30 if his personal purchase volume and his Consultant's purchase volume reach $1,500 ($150 of which must be the personal purchases of the Senior Consultant. His purchase volume for any calendar quarter must reach $1,500 (to include $450 personal purchases) to maintain his Senior Consultant Level. There are no other monies required beyond what has been listed above in this paragraph. There are no other profits accruing to said distributors other than those listed herein above.

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FEDERAL TRADE COMMISSION
Docket No. 8722 COMMISSION ~~RESPONDENT~~ Exhibit No. 9-2 (3)

DEFINITIONS

"GROUP PURCHASE VOLUME"

The total Purchase Volume of a Shaklee Salesman's group, comprised of himself and all sponsored Distributors through any number of sponsorship steps, to but not including a sponsored Supervisor.

"QUALIFIED DISTRIBUTOR"

A Distributor who, in a given calendar month, has $50 or more personal P.V. exclusive of the P.V. of his sponsored Distributors.

"QUALIFIED ASSISTANT SUPERVISOR"

An Assistant Supervisor who, in a given calendar month, has a Group P.V. of $800 or more.

"QUALIFIED SUPERVISOR"

A Supervisor who, in a given calendar month, has a Group P.V. of $3,000 or more.

"1st LEVEL SPONSORED SUPERVISOR"

The first Supervisor down a sponsorship chain, regardless of the steps down that chain.

"2nd LEVEL SPONSORED SUPERVISOR"

The second Supervisor down a sponsorship chain, regardless of the steps down that chain.

"3rd LEVEL SPONSORED SUPERVISOR"

The third Supervisor down a sponsorship chain, regardless of the steps down that chain.

"QUALIFIED COORDINATOR"

A Coordinator who, in a given calendar month, has four or more 1st level sponsored Supervisors who are Qualified Supervisors that month.

"COMBINED 1st LEVEL P.V."

The total sum of the Group P.V.'s of all 1st level sponsored Supervisors.

1621

c. District Director - A District Director purchases at the Basic Discount of 35%. He receives an additional profit of 10% on personal purchases, 10% on directly and indirectly sponsored Consultants' purchases, and 5% on directly and indirectly sponsored Senior Consultants' purchases. If his personal volume for any month reaches $150 and during that month his purchase volume, his Senior Consultants' purchase volume and Consultants' purchase volume reach $2,500, he receives an additional profit of 2% on the purchase volume of that month of the directly sponsored District Directors' purchase volume and 1% on the purchase volume that month of indirectly sponsored District Directors. A District Director receives a $100 additional profit for each month that his personal purchases reach $150 and the total purchase volume of the District Director, his Senior Consultants and Consultants reaches $4,500. A District Director's personal purchase volume must reach $450 for any calendar quarter and his Senior Consultants' purchase volume and Consultants' purchase volume to reach $6,000 to maintain his District Director level. There are no other monies required beyond what has been listed above in this paragraph. There are no other profits accruing to said distributors other than those listed herein above.

d. Regional Director - A Regional Director purchases at the Basic Discount of 35%. He receives an additional profit of 15% on personal purchases, 15% on directly and indirectly sponsored Consultants' purchases, 10% on directly and indirectly sponsored Senior Consultants' purchases, and 5% on directly and indirectly sponsored District Directors' purchases. If his purchase volume for any month reaches (purchase volume to include purchases volumes of his Senior Consultants, Consultants and directly and indirectly sponsored District Directors) $12,500, he receives 2% on purchase volume of directly sponsored Regional Directors. A Regional Director receives $200 additional profit for each month that his purchase volume reaches $17,500. A Regional Director is to reach $30,000 from his District Directors' purchase volume, his Senior Consultants' purchase volume and his Consultants' purchase volume in one calendar quarter to maintain his Regional Director level. There are no other monies required beyond what has been listed above in this paragraph. There are no other profits accruing to said distributors other than those listed herein above.

8. Prior to April 1, 1972, the Symbra'ette marketing plan was a distribution network which allowed a potential distributor to enter at any one of three levels, i.e., "Key Distributor", "Senior Key" or "Supervisor", and eventually qualify at a fourth and fifth level, that of District Manager

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FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 92 (4)

SECTION ONE

Within the structure of the Shaklee Sales Plan, sales literature and company rulings, a Supervisor is in full and complete charge of his sales organization.

SECTION TWO

Qualified Coordinators and Qualified Supervisors are members of the Advisory Board of Shaklee Products. Suggestions and ideas are welcomed and invited.

SECTION THREE

Purchase Volume (P.V.) is based upon retail price, and is totaled at the end of each calendar month for bonus purposes. ALL PURCHASES MUST BE CREDITED TO THE MONTH IN WHICH THEY ARE ORDERED, with postmark determining the date on orders by mail. "Overlapping" into preceding or following month is NOT permissible.

SECTION FOUR

All Distributors purchase products and supplies directly from their Assistant Supervisor. If there is not an Assistant Supervisor in the sponsorship chain, then all Distributors purchase directly from their Supervisor.

SECTION FIVE

No direct-sales products may be sold to retail stores for re-sale to the general public via shelf display. Beauty shops, barber shops, slenderizing salons, garages, gas stations and other similar service-type establishments are not considered to be retail stores. Any Shaklee sales person willfully violating this rule forfeits all rights to bonuses. Forfeiture is at the discretion of the Supervisor, subject to Company approval after review of the facts. Written notice of forfeiture must be sent to the involved salesman, stating purchase volume and bonus affected. A copy of this letter must be filed with the Home Office, together with a check covering the amount of bonus withheld.

1622

and Regional Manager. One entered into the Symbra'ette distribution system by purchasing merchandise from Symbra'ette or its distributors. All distributors, except for the Key Distributors (hereinafter sometimes referred to as Keys), bought directly from Symbra'ette. A distributor's gross profit was the difference between the price or prices he paid for Symbra'ette products and the price at which he sold them, plus additional profits on the purchase volume of those Consultants directly sponsored by the Distributor.

a. Key Distributor - Key Distributors purchased their products for resale at 30% off the retail list price, known by Symbra'ette as the retail purchase volume (or R.P.V). There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

b. Senior Key - Senior Keys purchased their needs directly from Symbra'ette at 40% off the retail list price for sale to Keys or the general public. There was no predetermined limit to the number of distributors who may be recruited, nor was there a predetermined limited as to the size of any distributor's organization. A Senior Key received a 5% additional profit on purchases made by his directly recruited Key Distributors and a 1% additional profit on purchases made by his directly recruited Senior Keys' groups. A person became a Senior Key either by purchasing an initial inventory of $1,000 in terms of retail list prices or by starting out as a Key Distributor and, with his personal group, reaching a monthly retail purchase volume of $1,000. There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

c. Supervisor - Supervisors purchased their products for resale at 45% off the retail list price, and purchased from Symbra'ette. A Supervisor's organization or personal group included his directly sponsored Senior Keys' entire groups and his directly sponsored Key Distributors' entire groups.

A distributor who has one directly recruited Senior Key and two directly recruited Key Distributors became a Supervisor either by purchasing an inventory of $3,000 in terms of retail list prices or, with his personal group, reaching a monthly retail purchase volume of $3,000. A Supervisor earned

852

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION ~~RESPONDENT~~ Exhibit No. 9-2 (5)

SECTION SIX

In order to qualify for a cash bonus based on Group P.V., a Distributor must be a "Qualified Distributor" in the month at issue. This rule does not apply to Assistant Supervisors.

SECTION SEVEN

At reasonable hours and places, a sponsor shall have the right to inspect the Assistant Supervisor's or Supervisor's P.V. records of his sponsored Distributors, for the purpose of determining his current Group P.V. total.

SECTION EIGHT

A Distributor who misses being a "Qualified Distributor" for six consecutive months is deemed to be "inactive." A Supervisor, if he chooses, may cancel an inactive Distributor by submitting a signed statement to this effect to the Home Office.

An inactive Distributor may request cancellation by submitting to the Home Office a signed statement attesting to his inactivity.

A letter of acceptance will then be sent by the Home Office, copies going to the ex-Distributor and to the Supervisor. When cancelled, a person is no longer entitled to Distributor discounts or bonuses.

Any ex-Distributor, once cancelled under the terms of this Section, is thereafter free to be re-sponsored by any Authorized Shaklee Distributor.

SECTION NINE

Bonuses must be paid PROMPTLY and by check or cash. The Home Office mails bonus checks by the 12th of the succeeding month. Supervisors should mail bonus checks not later than the 15th of the succeeding month. Assistant Supervisors should mail bonus checks not later than the 18th of the succeeding month. Of course, the above deadlines do not preclude paying bonuses earlier.

Supervisors pay bonuses DIRECTLY to all Distributors who do not have an Assistant Supervisor in the sponsorship chain. They pay bonuses in a lump sum DIRECTLY to all Assistant Supervisors, the percentage being based on the Group P.V. of that Assistant Supervisor.

Assistant Supervisors pay bonuses DIRECTLY to all Distributors in their groups.

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a 5% additional profit on purchases made by his Senior Keys and a 10% additional profit on purchases made by his Key Distributors. He also received a 2% additional profit on purchases made by his directly recruited Supervisor's group. There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

d. District Manager - A District Manager purchased products from Symbra'ette at a 50% discount from suggested resale price.

A District Manager's personal group included his directly sponsored Supervisors' entire groups, and his directly sponsored Senior Keys' entire groups, and his directly sponsored Keys.

A District Manager and his organization initially purchased a dollar volume of $7,500 inventory for one month and had to maintain a monthly purchase volume of $3,000 to remain at this level of the program. One could not "begin" as a District Manager, but, rather, had to "work" his way to this position, by recruiting at least 5 people who reached Senior Key or Supervisor positions in his organization.

A District Manager earned a 15% profit on purchases of his Keys, 10% additional profit on purchases of his Senior Keys, 5% additional profit on his Supervisors' purchases, 3% additional profit on the purchases of his directly sponsored District Managers' sales groups, and 1% on the purchases of indirectly sponsored District Managers' personal groups. He also earned a cash car allowance of $150 on P.P.V. of $7,500 per month of his personal group. There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

e. Regional Manager:

The highest level one could reach with Symbra'ette was that of a Regional Manager. A Regional Manager bought his products at a 55% discount from Symbra'ette.

The personal group of a Regional Manager included his directly sponsored District Managers' entire groups, his directly sponsored Supervisors' entire groups, his directly sponsored Senior Keys' entire groups, and his directly sponsored Keys.

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Bonus payments do NOT go down a sponsorship chain. They go DIRECTLY, in a lump sum, from Supervisors to all Assistant Supervisors. All others, as earned, go DIRECTLY to the Distributor from his Supervisor or Assistant Supervisor.

SECTION TEN

When a Distributor qualifies as an Assistant Supervisor, the Supervisor must notify the Home Office to this effect, in writing, giving full details. The Assistant Supervisor must then assume the privileges and responsibilities of his new position:

He must be an ASSISTANT to his Supervisor in every way possible, especially in leadership of his own group, and he should bear his title with the prestige it implies.

He must regularly attend and assist with his Supervisor's sales meetings, or hold sales meetings of his own at least twice per month.

He must maintain reasonable stock of products and supplies, and arrangements should be made to assure that all items are readily available to his sales group.

He must establish records of sufficient accuracy to assure prompt and efficient payment of bonuses to his Distributors.

Training in salesmanship, knowledge of products and service to salesmen are essential. Assistant Supervisors have this distinct responsible to their Distributors and to their customers. The rewards for such service and leadership are cash bonuses — they must be earned. Should any Assistant Supervisor fail to fulfill the above requirements, his Supervisor may request cancellation of his title and privileges by submitting a letter to this effect to the Home Office.

SECTION ELEVEN

An Assistant Supervisor who misses being a "Qualified Assistant Supervisor" for six consecutive months shall revert to the rank of Distributor, and shall thereafter be subject to the rules governing Distributors.

SECTION TWELVE

A Supervisor shall make monthly reports to the Home Office, in writing, stating the Group P.V. of each Assistant Supervisor and Asst. Supv.(A) in his group.

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A District Manager's personal group B.P.V. must have reached $25,000 in one month in order to entitle that District Manager to ascend to the position of Regional Manager. Thereafter, a monthly minimum B.P.V. of $12,500 was required to remain at this level of the program.

The Regional Manager earned at 20% profit on purchases of his Keys, a 15% additional profit on his Senior Keys' purchases, a 10% additional profit on his Supervisors' purchases, a 5% additional profit on his directly sponsored District Managers' purchases, 3% on his directly sponsored Regional Managers' personal group purchases. He also earned a $200 cash car allowance on $17,500 monthly personal group B.P.V. There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

9. There is no contention that any deception, fraud, unethical practice, misrepresentation, or improper conduct is present in the presentation of the products or their prices to consumers.

10. There are competitors of Symbra'ette selling brassieres, girdles, swim-wear, and lingerie under similar marketing and sales programs. As of March 16, 1973, the Federal Trade Commission has instituted no formal proceedings against any of these competitors on the issues raised by the present complaint.

11. Industries, such as the food retail and gasoline industries, have employed games of chance to promote the sale of their products.

12. The Federal Trade Commission has promulgated a Trade Regulation Rule (RX-146) under which food retailers and gasoline retailers may employ games of chance in promoting their products.

13. The consultant agreement (RX-2), which has been used by Symbra'ette since April 1, 1972, states that Symbra'ette has limited its number of active distributors to 1/10th of 1% of the population of each state.

14. Symbra'ette distributors do not pay any release fee or the like.

15. Symbra'ette distributors instruct their directly sponsored distributors in selling and fitting Symbra'ette products, publish newsletters, and hold meetings for sponsored distributors.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 92 (7)
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SECTION THIRTEEN

A Supervisor may appoint an "Acting Assistant Supervisor" — abbreviated: Asst. Supv. (A) — for the purpose of centrally distributing products and supplies, and bonuses, to all salesmen in an area not easily serviced through regular channels. For the same purpose, a Supervisor may authorize an Assistant Supervisor or Asst. Supv. (A) to purchase directly from the Home Office. An Asst. Supv. (A) must assume all the privileges and responsibilities outlined in Section Ten.

When a purchase from the Home Office is made by someone other than a Supervisor, a Memorandum of P.V. will be sent to the Supervisor for his records. It is the Supervisor's responsibility to forward this information to any Assistant Supervisor who needs it for his P.V. records.

SECTION FOURTEEN

When an Assistant Supervisor qualifies as a Supervisor, the sponsoring Supervisor MUST notify the Home Office in writing at the immediate conclusion of the qualifying month, giving full details.

An Assistant Supervisor becomes a Supervisor by having a Group P.V. of $3,000 or more in a given calendar month, providing no other salesman in his group also reaches that level in the same month.

Should another salesman also reach that level during the same month, then, in order to qualify as a Supervisor, this Assistant Supervisor must have $2,000 or more Group P.V. IN ADDITION TO that of the other new Supervisor below him.

SECTION FIFTEEN

For the month in which a new Supervisor attains his rank, his bonus will be sent to the sponsoring Supervisor. That sponsoring Supervisor will clear his accounts (freight charges, etc., if any) and then pay the new Supervisor all earned bonuses, less charges.

The new Supervisor will then pay bonuses to his group.

SECTION SIXTEEN

The rank of Supervisor is one of authority — a position of prestige. It is also a rank which carries considerable responsibility to all salesmen in the sales group. A Supervisor must provide the following services to his Distributors and Assistant Supervisors:

There must be regular sales meetings at which are provided the fullest degree of training in salesmanship, together with education on products and sales-aids.

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THE FOLLOWING IS A LIST OF DOCUMENTS AND OTHER EXHIBITS AS TO WHICH COUNSEL WILL STIPULATE, AND WHAT WILL BE STIPULATED AS TO EACH OF THEM. THE COPIES OF ORIGINAL DOCUMENTS DESCRIBED BELOW AND ATTACHED HERETO MAY BE RECEIVED INTO EVIDENCE IN LIEU OF THE ORIGINALS.

II. EXHIBIT

IDENTIFICATION NO.	IDENTIFICATION
CX-1 A to P	A yellow colored booklet entitled "Your opportunity with 'Symbra'ette".

The booklet was published by Cer-Bo-Bar, Inc., and disseminated in interstate commerce to various distributors and prospective distributors of Cer-Bo-Bar, Inc. This booklet was sent to persons who responsed to the ad identified as CX-2 (below).

CX-2 A to B	An advertisement identified by the title "The Bra Revolution Began In 1962...."

This document was published and distributed in interstate commerce by Cer-Bo-Bar for the purpose of advertising Cer-Bo-Bar's products and its marketing plan. Use thereof was discontinued in 1969.

CX-3 A to J	Pamphlet showing various styles of Symbra'ette lingerie. Use thereof was discontinued in December 1971.
CX-4	Pamphlet showing Symbra'ette swim wear and sports wear.
CX-5 A to C	Pamphlet showing representative Symbra'ette bras and girdles.
CX-6 A to D	Pamphlet entitled "Symbra'ette, Excitingly Different," showing and describing features of Symbra'ette bras and girdles. Use thereof was discontinued in 1971.

These exhibits, and/or the products themselves, indicate the product line of Cer-Bo-Bar, Inc.

CX-7 A to D	Symbra'ette Newsletter dated November 1969.

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FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhibit No. 9-2 (8)

He must purchase directly from the Home Office.

He must maintain a stock of products and supplies fully adequate to service his organization, and arrangements should be made that this stock is readily available to his sales group.

He must maintain records of sufficient accuracy to assure prompt and efficient payment of bonuses to his Distributors and Assistant Supervisors.

Leadership and training are essential to the development of a dynamic sales organization, and the rewards to a Supervisor for this service to his group are substantial. Should any Supervisor fail to fulfill the above requirements, he will revert to the rank of Assistant Supervisor upon notification from the Home Office. Upon being reverted, his maximum bonus bracket will be 18%, until he fulfills Supervisory requirements and is reappointed to the rank.

SECTION SEVENTEEN

For a given calendar month, a Supervisor shall receive a cash bonus based upon the percentage which his Group P.V. earns for that month.

SECTION EIGHTEEN

A Supervisor who continuously maintains his Group P.V. at or above the $4,000 level shall be provided with a Free Shaklee Car. Initial qualification for the free car is three consecutive months.

In the month in which a new Supervisor attains the rank, his Group P.V. shall count in that of his sponsoring Supervisor for the purpose of that sponsoring Supervisor's free car qualification, and for the purpose of the qualifications outlined in Section 19.

SECTION NINETEEN

A Supervisor shall maintain his rank, and be entitled to the full benefits of that rank, as long as he meets the following requirements:

(1) Those set forth in Section 16;

(2) His Group P.V. must average $2,000 or more per month during every given consecutive six month period as a Supervisor;

(3 His Group P.V. must be $3,000 or more at least once during every given consecutive six month period.

Should a Supervisor fall below any of these requirements, he shall revert to the rank of Assistant Supervisor upon notification from the Home Office. Regaining Supervisory status thereafter will necessitate a re-establishment of the above requirements.

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-8 A to H	Symbra'ette Newsletter dated March 1970.
CX-9 A to H	Symbra'ette Newsletter dated April - May 1970.
CX-10 A to D	Symbra'ette Newsletter dated June - July 1970.

These newsletters were published by Ger-Ro-Mar, Inc., and were distributed in interstate commerce to Ger-Ro-Mar distributors on all levels throughout the country.

CX-11 A to D	A sample Ger-Ro-Mar distributorship agreement, entitled "Consultant Agreement". Undated. Use thereof discontinued in March 1972.
CX-12	Photocopy of: Katie Sanford distributor agreement dated January 28, 1970.
CX-13	Ann Anderson distributorship agreement dated December 31, 1969.
CX-14	Ruth Mouzon distributorship agreement dated April 10, 1970.
CX-15	Ruth and Fred Mouzon distributorship agreement dated September 1, 1970.
CX-16	Chris Wolfe distributorship agreement dated January 5, 1970.
CX-17	Stella Byers distributorship agreement dated December 31, 1969.
CX-18	Kay Monroe distributorship agreement dated December 31, 1969.

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Docket No. 8822 COMMISSION Exhibit No. 92 (9)

SECTION TWENTY

A Supervisor shall receive a Special Bonus each month based upon the Group P.V. of each 1st level sponsored Supervisor. The amount of this bonus is 5%.

A Supervisor shall receive a 2% Special Bonus on each 2nd level sponsored Supervisor.

The Special Bonus on a 3rd level sponsored Supervisor is 1%.

SECTION TWENTY-ONE

A Supervisor becomes a Coordinator by reaching the requirements of "Qualified Coordinator" in any given calendar month.

A Coordinator receives a monthly bonus of 22% of his Group P.V., regardless of the amount of that P.V.

SECTION TWENTY-TWO

A Coordinator who is a "Qualified Coordinator" in a given calendar month shall receive an additional Special Bonus amounting to ½% of "Combined 1st level P.V."

He shall also automatically qualify for his Free Shaklee Car for that month, regardless of other qualification requirements.

SECTION TWENTY-THREE

A Coordinator shall maintain his rank, and be entitled to the full benefits of that rank, as long as he equals or surpasses the following minimum levels for every given consecutive six month period as a Coordinator:

(1) A monthly average of 4 or more 1st level sponsored Supervisors;

(2) A monthly average of 3 or more 1st level Qualified Supervisors;

(3) A monthly average of his own Group P.V. according to this scale:

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EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-19	Mary Ayers distributorship agreement dated April 7, 1970.
CX-20	Rachel Cyprat distributorship agreement dated June 20, 1970.
CX-21	Avis Morgan distributorship agreement dated January 9, 1970.
CX-22	Margaret Heston distributorship agreement dated October 1, 1970.

The copies (CX-12 through CX-22) are exact duplicates of the originals in the possession of Ger-Ro-Mar, Inc., and may serve as being typical and representative of all distributorship agreements entered into between Ger-Ro-Mar, Inc. and its distributors prior to April 1, 1972.

CX-23	Chris Wolfe Regional Manager order form dated October 4, 1970.
CX-24	Chris Wolfe Regional Manager order form dated October 7, 1970.
CX-25	Dorothy Worth's District Manager order form dated October 12, 1970.
CX-26	Alaska Pierce's District Manager order form dated October 1, 1970.
CX-27	Pauline Mitchell's Supervisor order form dated October 1, 1970.
CX-28	Joyce Stone's Supervisor order form dated October 6, 1970.
CX-29	Katie Sanford Regional Manager order form dated March 6, 1971.
CX-30	Alaska Pierce District Manager order form dated March 6, 1971.
CX-31	Lillian Culey District Manager order form dated March 4, 1971.

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Number of 1st Level Sponsored Supervisors	Average Personal Group P.V. Requirement
4	$2,000
5	1,500
6	1,000
7	500
8	nil

Should a Coordinator fall below any of these requirements, he shall revert to the rank of Supervisor upon notification from the Home Office. Regaining Coordinator status thereafter will necessitate a re-establishment of the above requirements.

SECTION TWENTY-FOUR

The rank of Coordinator is deliberately designed to provide the utmost in prestige, income and leadership opportunity.

The duties of a Coordinator are as follows:

He must arrange the fulfillment of all Supervisory duties for his own sales group, as outlined in Section 16.

He must make his services regularly available to his sponsored Supervisors for purposes of sales meetings, recruiting and training.

It is expected, although not mandatory, that a Coordinator will also pioneer the development of new territories, since the mechanics of the Shaklee Sales Plan deliberately enable him to devote his time and energies to that field. Should any Coordinator fail to fulfill the above requirements, he will revert to the rank of Supervisor upon notification from the Home Office.

SECTION TWENTY-FIVE

A Coordinator must file with the Home Office, in writing, a weekly report of activities and results.

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EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-32	Jean Thomas Supervisor Order form dated March 5, 1971.
CX-33	Jean Thomas Supervisor Order form dated March 5, 1971. (swimwear.)
CX-34	Judith Marsh Senior Key order form dated March 2, 1971.
CX-35	Ann Anderson Regional Manager order form dated February 1, 1971.
CX-36	Fred & Ruth Mouzon District Manager order form dated March 8, 1971.
CX-37	Mickey Davis District Manager order form dated March 6, 1971.
CX-38	Essie Loftin Supervisor order form dated March 6, 1971, #4.
CX-39	Essie Loftin Supervisor order form dated March 6, 1971, #3.
CX-40	J. S. Hart Senior Key order form dated March 6, 1971, #4.
CX-41	J. S. Hart Senior Key order form dated March 5, 1971, #3.
CX-42	Marv Avers District Manager order form dated March 5, 1971, #3.
CX-43	Marv Avers District Manager order form dated March 5, 1971, #5.
CX-44	Ida Langston Supervisor order form of March 6, 1971, #1.
CX-45	Evelyn Graus Senior Key order form dated March 6, 1971.

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION Exhibit No. 92 (111)

SECTION TWENTY-SIX

Following are the rules for buying and selling rights, including bonus rights, of any Shaklee Group:

1. Distributors may buy and sell with approval of Assistant Supervisors and Supervisors. Assistant Supervisors may buy and sell with Supervisor's approval. Both must have the approval of the Home Office. Supervisors and Coordinators may buy and sell with Home Office approval.

2. To be effective, a notarized copy of a sales agreement must be filed with the Home Office not later than 5 days before the end of a calendar month. The change is then effective on the first day of the succeeding calendar month.

3. Any Shaklee salesman (Distributor, Assistant Supervisor, Supervisor or Coordinator) who sells all or part of his business and/or bonus rights may continue selling and building another sales group, BUT THE SELLER MAY NEVER BUY BACK THAT PORTION WHICH HE HAS SOLD.

4. Sales agreements must clearly specify any changes in sponsorship brought about by the agreement, and must be signed by all parties to the agreement.

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-46	Shelba Morrison Senior Key order form dated March 4, 1971.

The copies are exact duplicates of the originals of these documents which are in possession of Ger-Ro-Mar, Inc. These may serve as being typical and representative of all such order form-invoices used in the course and conduct of Ger-Ro-Mar's business prior to April 1, 1972.

CX-47	Ruth Mouzon Purchase Volume Discount record dated January 1971.
CX-48	Alaska Pierce Purchase Volume Discount record dated January 1971.
CX-49	Essie Loftin Purchase Volume Discount record dated August 1970.
CX-50	Essie Loftin Purchase Volume Discount record dated September 1970.
CX-51	Jean Thomas Purchase Volume Discount record dated January 1971.
CX-52	Mildred Dist Purchase Volume Discount record dated January 1971.
CX-53	Pauline Mitchell Purchase Volume Discount record dated January 1971.
CX-54	Mastels Purchase Volume Discount record undated.
CX-55	Stella Byers Monthly Purchase Volume record dated January 1971.
CX-56	Lil Blannan Monthly Purchase Volume record undated.
CX-57	Eva Bowman Monthly Purchase Volume record undated.

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhibit No. 92 (12)

FEDERAL TRADE COMMISSION

Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 202

In the Matter of: Dar-Ro-Mar

Date 6/18/73 Reporter CR

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EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-58	Illa Blandy Monthly Purchase Volume record undated.
CX-59	Joy Adkins Monthly Purchase Volume record undated.
CX-60	Elaine Majolo Monthly Purchase Volume record undated.
CX-61	Mary Ann Monlor Monthly Purchase Volume record undated.
CX-62	Lillian V. Mitchell Monthly Purchase Volume record dated January 1971.
CX-63	Carolyn Brown Monthly Purchase Volume record undated.
CX-64	Geri Myers Monthly Purchase Volume record dated January 1971.
CX-65	Wanda Marsh Monthly Purchase Volume record dated January 1971.
CX-66	Ross Efford Monthly Purchase Volume record dated January 1971.
CX-67	Vengie Ellsworth Monthly Purchase Volume record dated January 1971.
CX-68	Dorothy Elliott Monthly Purchase Volume record dated January 1971.
CX-69	Betty Faulkner Monthly Purchase Volume record dated January 1971.
CX-70	Thomas Fahey Monthly Purchase Volume record dated January 1971.
CX-71	Katie Sanford Purchase Volume discount record dated January, 1971.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 92 (13)

FITTING THE EXPECTANT MOTHER

The Symbra'ette is an excellent bra for the expectant mother. She receives the gentle, but **firm** support that is so vital at this time.

Leave plenty of room in the top of the cup for when her breasts enlarge. The amount of room you leave depends on her month of pregnancy, normal bust size etc. Here you are going to have to use your own discretion to a great extent.

Show your customer how to float her tissue into the Uniband as when the breasts become very heavy this will be very important to her.

If she indicates that she would like to increase bust size anyway, then you are safe in fitting her rather large. But if she is normally a large busted woman, you will have to fit her a little smaller. Always sell her cup extensions and explain how they hook on the bra and give the extra room needed when her breasts enlarge rapidly at the end of her pregnancy. You might also give her an extra back extension in the event this is also needed.

The important thing is to be certain to leave her plenty of room so that the bra never *binds* her.

Careful fitting of an expectant mother enables her to utilize one bra during pregnancy, during nursing and when she is back to normal again. (this is an important economic point)

Of course, if she is going to nurse, this bra is, again, an absolute necessity. She should nurse with the bra on, with the Unibands up. This supports her bust while she is nursing and supports the breasts in the **natural** position.

Stress the comfort of the bra she will have during her pregnancy, and the **back support**. This is an extremely important point to them. Of course, bust maintenance is very important here also.

FEDERAL TRADE COMMISSION
Docket No. 8877 COMMISSION ~~RESPONDENT~~ Exhibit No. 74Z-16

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CY 7/1316

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-72	Ann Anderson Purchase Volume discount record dated January, 1971.
CX-73	Mrs. James Baker Monthly Purchase Volume record dated January 1, 1971.

These exhibits are the exact duplicates of the originals currently in possession of Ger-Ro-Lar, Inc., and may serve as being typical and representative of all other similar documents currently in the possession of Ger-Ro-Lar, Inc. that were used prior to April, 1972.

CX-74 A to Z35	A booklet entitled "Symbra'ette Sales Manual".

The booklet is authentic, was and is published by Ger-Ro-Lar, Inc., and is distributed to each Ger-Ro-Lar distributor. It is to this document that the terms "Sales Manual" and "Rules and Regulations" contained in the "consultant agreements" refer. Use thereof was discontinued in March, 1972.

CX-75 A to Z16	A Flip Chart entitled "Your Opportunity with Symbra'ette".

This Flip-chart was and is published by Ger-Ro-Lar, Inc., is distributed in interstate commerce to Ger-Ro-Lar distributors and is, and has been, shown to prospective distributors located in states other than California, the state of origination. Use thereof was discontinued in March, 1972.

The above described documents are business records of respondents kept in the regular course of its business.

III. The documents listed below are genuine and authentic documents, or are true and correct copies of the originals of documents which are genuine and authentic.

FEDERAL TRADE COMMISSION
Docket No. 8712 COMMISSION Exhibit No. 22 (14)

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SELLING SYMBRA'ETTE PRODUCTS

In any sales situation, it is basic that certain guide-lines be followed to achieve success. While Symbra'ette products do not have to be sold in the usual sense, but rather as one person sharing an exciting concept with another; there are some guide-lines which may help the inexperienced sales person.

Initially you must obtain the interest of your prospect. This, of course, is easily done, due to the fact that she is at the showing. Next you obtain her interest by explaining what the bra or girdle will do for her personally. Now you must create a desire for our product, this you can do by putting the garment on the customer. The merchandise will, at this point, sell itself. All that remains is closing the sale.

Never ask your customer a question that can be answered *yes* or *no*, such as "do you want the bra?" Assume she is going to buy and give her a choice. While she is admiring the bra and girdle begin to write up the sales slip and ask, "Would you like one or two bras?" – or "Would you like to wear it home, or shall I put it in a bag?" That is – give her a choice.

It is advisable to have your customer purchase more than one bra because there will be less chance of her returning to wearing a conventional bra. You should stress the importance of **constant** wear of our bra to allow it to function properly.

GIVE HER TIPS ON GARMENT CARE

The few seconds you take to tell your customer how to care for her garment are an investment in her continued patronage. Tell her how to launder her garments, explain that frequent laundering prolongs its life. Caution her against digging her nails into the elastic or pulling too vigorously at the fabric.

Tell her to give her Symbra'ette garment the same loving care it gives her. It will last longer and give the ultimate in figure control.

Wash by hand, reshape the cups and Uniband while still damp and let the bra dry naturally away from direct heat or sun. Do not put in washer or dryer.

Do not use detergents or harsh soaps.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 74Z 30

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CX-74 330

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-1	Symbra'ette Sales Manual as of April 1, 1972, including Summary of Sales Program as the last page thereof.
RX-2	Symbra'ette Consultant Agreement as of April 1, 1972.
RX-3	Symbra'ette Sample Kit Order Form as of April 1, 1972.
RX-4	Symbra'ette Wholesale Order Form as of April 1, 1972 (Swimwear).
RX-5	Symbra'ette Wholesale Order Form as of April 1, 1972 (Brassieres).
RX-6	Random list to show initial order from distributors.
RX-7	Store advertisement of Symbra'ette brassieres.
RX-8	Flyer by a Regional Manager.
RX-9	Symbra'ette News, July, 1971.
RX-10	Symbra'ette News, May, 1972.
RX-11	Symbra'ette News, June, 1972.
RX-12	Symbra'ette News, May 1971.
RX-13	Order from Paulette's
RX-14	Memorandum showing active Distributors as of December 4, 1967.
RX-15	Memorandum showing active Distributors as of December 19, 1967.
RX-16	Memorandum showing active Distributors as of January 22, 1968.

FEDERAL TRADE COMMISSION
Docket No. 8821 COMMISSION RESPONDENT Exhibit No. RX-2 (15)
862

L-7421

UNITED STATES OF AMERICA
BEFORE FEDERAL TRADE COMMISSION

In the Matter of GER-RO-MAR, INC., a corporation d/b/a SYMBRA'ETTE and CARL G. GERSTEN, individually and as President of GER-RO-MAR, INC.	DOCKET NO. 8872

TO: ADMINISTRATIVE LAW JUDGE DANIEL H. HANSCOM

STIPULATION OF FACTS

Complaint counsel and counsel for respondents hereby jointly set forth the relevant and material facts as to which there is no dispute. It is understood such facts are deemed to be conclusively established and will provide a record basis on which the Administrative Law Judge may file an initial decision.

I. The stipulated facts are as follows:

1. Respondent Ger-Ro-Mar, Inc., a corporation doing business as Symbra'ette, whose corporate name is now Symbra'ette, Inc. is a California corporation organized in 1963 and is existing and doing business under and by virtue of the laws of the State of California.

2. Respondents Ger-Ro-Mar, Inc., a corporation doing business as Symbra'ette, whose corporate name is now Symbra'ette, Inc. formerly maintained its home office and principal place of business at 460 Meridian Avenue, San Jose, California; and presently maintains its home office and principal place of business at 23 Janis Way, Scotts Valley, California.

FEDERAL TRADE COMMISSION
Docket No. 8872 Exhibit No. RX (V)
In the Matter of Ger-Ro-Mar, Inc.
Date 4/14/77 Witness _____ Reporter BTB

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-17	Memorandum showing active Distributors as of February 6, 1968.
RX-18	Memorandum showing active Distributors as of April 5, 1968.
RX-19	Memorandum showing active Distributors as of June 13, 1968.
RX-20	Memorandum showing active Distributors as of July 19, 1968.
RX-21	Memorandum showing active Distributors as of July 31, 1968.
RX-22	Memorandum showing active Distributors as of August 22, 1968
RX-23	Memorandum showing active Distributors as of September 11, 1968.
RX-24	Memorandum showing active Distributors as of October 3, 1968.
RX-25	Memorandum showing active Distributors as of October 31, 1968.
RX-26	Memorandum showing active Distributors as of December 17, 1968.
RX-27	Memorandum showing active Distributors as of January 17, 1969.
RX-28	Memorandum showing active Distributors as of January 29, 1968.
RX-29	Memorandum showing active Distributors as of March 19, 1969.
RX-30	Memorandum showing active Distributors as of April 24, 1969.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (16)

CX 742(c)

Respondent Carl G. Simonsen is an individual and is President and a director of Symbra'ette, Inc., (hereafter referred to as Symbra'ette). Respondent Simonsen founded Symbra'ette, instituted the Symbra'ette marketing program and distribution policies, and has been and is responsible for establishing, supervising, directing and controlling the business activities and practices of Symbra'ette. His business address is the same as that of Symbra'ette.

Symbra'ette is a name registered to Symbra'ette, Inc. under which said respondent does business, under which its products are sold, under which the activities hereinafter more fully described are known, and under which hereinafter the acts and practices of Symbra'ette may be set forth.

3. Symbra'ette is now, and for some time last past has been, engaged in the advertising, offering for sale, sale, and distribution of brassieres, girdles, swim-wear and lingerie to the public, under the "Symbra'ette" marketing system. Symbra'ette's sales to distributors have grown from $36,832.91 in 1965 to $2,054,250.62 in 1969 and in 1972 had fallen to $1,195,465.75.

4. In the course and conduct of its business, Symbra'ette now causes, and for some time last past has caused, its products, when sold, to be shipped from its principal place of business in California to purchasers thereof located in various states of the United States, and, in the course of establishing and maintaining its marketing program, has transmitted and caused to be transmitted contracts, promotional material, and various business papers to persons located in various states of the United States, and maintains, and at all times mentioned herein has maintained, a substantial course of trade in said products in commerce, as "commerce" is defined in the Federal Trade Commission Act.

5. Symbra'ette and its distributors are in substantial competition in commerce with other firms or persons engaged in the manufacture or distribution of similar products.

6. Symbra'ette has formulated a distribution system involving distributors at wholesale and retail levels, and has published Symbra'ette price lists, discount schedules, marketing manuals, sales bulletins, order forms, pamphlets, and other materials and literature. To effectuate and carry out the distribution system, policies, or plan, Symbra'ette and its distributors have entered into certain contracts, agreements hereafter more fully described.

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FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (2)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-31	Memorandum showing active Distributors as of May 22, 1969.
RX-32	Memorandum showing active Distributors as of May 29, 1969.
RX-33	Memorandum showing active Distributors as of June 3, 1969.
RX-34	Memorandum showing active Distributors as of June 12, 1969.
RX-35	Memorandum showing active Distributors as of June 26, 1969.
RX-36	Memorandum showing active Distributors as of July 15, 1969.
RX-37	Memorandum showing active Distributors as of September 4, 1969.
RX-38	Memorandum showing active Distributors as of October 14, 1969.
RX-39	Memorandum showing active Distributors as of October 21, 1969.
RX-40	Memorandum showing active Distributors as of November 10, 1969.
RX-41	Memorandum showing active Distributors as of November 21, 1969.
RX-42	Memorandum showing active Distributors as of December 16, 1969.
RX-43	Memorandum showing active Distributors as of January 6, 1970.
RX-44	Memorandum showing active Distributors as of January 21, 1970.
RX-45	Memorandum showing active Distributors as of February 24, 1970.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION DEFENDANT Exhibit No. RX-2 (17)

7. Since April 1, 1972, the Symbra'ette marketing plan has been a distribution network which allows a potential distributor to enter at the lowest level as a Consultant and work up to being a Senior Consultant, a District Director and, at the fourth and highest level, a Regional Director. One enters into the Symbra'ette distribution system as a Consultant by purchasing a sample kit for $20.95 which is refundable within 30 days. Promotion to one of the higher levels is made when a certain purchase volume is reached in a given month and such higher level is retained so long as a certain purchase volume is maintained for a calendar quarter. A distributor's gross profit is the difference between the price he pays for Symbra'ette products and the price at which he sells them with additional profit incentives.

All distributors purchase their needs directly from Symbra'ette at 35% off the suggested retail list price. Each distributor who has personal purchases of $500 purchase volume (suggested retail price totals) in any one month receives an additional profit equal to 5% of his personal purchase volume for such month.

In addition, the distributors receive the following:

a. Consultant - A consultant purchases at the basic discount of 35%. If his personal purchase volume for any month reaches $150, he receives an additional profit of 3% on purchases made by directly sponsored Consultants. A Consultant receives a $15 additional profit for each month that his personal purchase volume reaches $750. There are no other monies required beyond what has been listed above in this paragraph. There are no other profits accruing to said distributors other than those listed herein above.

b. Senior Consultant - A Senior Consultant purchases at the basic discount of 35%. He receives an additional profit of 5% on his personal purchases and 5% on his directly and indirectly sponsored Consultants' purchases. If his purchase volume for any month reaches $750 (provided his personal purchases reach $150) he receives 2% on the purchase volume of his directly sponsored Senior Consultants. A Senior Consultant receives an additional profit of $30 if his personal purchase volume and his Consultant's purchase volume reach $1,500 ($150 of which must be the personal purchases of the Senior Consultant. His purchase volume for any calendar quarter must reach $1,500 (to include $450 personal purchases) to maintain his Senior Consultant Level. There are no other monies required beyond what has been listed above in this paragraph. There are no other profits accruing to said distributors other than those listed herein above.

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FEDERAL TRADE COMMISSION
Docket No. 8722 COMMISSION ~~RESPONDENT~~ Exhibit No. 9-2 (3)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-46	Memorandum showing active Distributors as of February 24, 1970.
RX-47	Memorandum showing active Distributors as of March 31, 1970.
RX-47	Memorandum showing active Distributors as of April 15, 1970.
RX-48	Memorandum showing active Distributors as of May 15, 1970.
RX-49	Memorandum showing active Distributors as of July 24, 1970.
RX-50	Memorandum showing active Distributors as of August 22, 1970.
RX-51	Memorandum showing active Distributors as of September 17, 1970.
RX-52	Memorandum showing active Distributors as of September 22, 1970.
RX-53	Memorandum showing active Distributors as of October 22, 1970.
RX-54	Memorandum showing active Distributors as of November 17, 1970.
RX-55	Memorandum showing active Distributors as of December 18, 1970.
RX-56	Memorandum showing active Distributors as of December 29, 1970.
RX-57	Memorandum showing active Distributors as of February 2, 1971.
RX-58	Memorandum showing active Distributors as of March 12, 1971.
RX-59	Memorandum showing active Distributors as of May 5, 1971.
RX-60	Memorandum showing active Distributors as of July 21, 1971.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 4-2 (18)

c. District Director - A District Director purchases at the Basic Discount of 35%. He receives an additional profit of 10% on personal purchases, 10% on directly and indirectly sponsored Consultants' purchases, and 5% on directly and indirectly sponsored Senior Consultants' purchases. If his personal volume for any month reaches $150 and during that month his purchase volume, his Senior Consultants' purchase volume and Consultants' purchase volume reach $2,500, he receives an additional profit of 2% on the purchase volume of that month of the directly sponsored District Directors' purchase volume and 1% on the purchase volume that month of indirectly sponsored District Directors. A District Director receives a $100 additional profit for each month that his personal purchases reach $150 and the total purchase volume of the District Director, his Senior Consultants and Consultants reaches $4,500. A District Director's personal purchase volume must reach $450 for any calendar quarter and his Senior Consultants' purchase volume and Consultants' purchase volume to reach $6,000 to maintain his District Director level. There are no other monies required beyond what has been listed above in this paragraph. There are no other profits accruing to said distributors other than those listed herein above.

d. Regional Director - A Regional Director purchases at the Basic Discount of 35%. He receives an additional profit of 15% on personal purchases, 15% on directly and indirectly sponsored Consultants' purchases, 10% on directly and indirectly sponsored Senior Consultants' purchases, and 5% on directly and indirectly sponsored District Directors' purchases. If his purchase volume for any month reaches (purchase volume to include purchases volumes of his Senior Consultants, Consultants and directly and indirectly sponsored District Directors) $12,500, he receives 2% on purchase volume of directly sponsored Regional Directors. A Regional Director receives $200 additional profit for each month that his purchase volume reaches $17,500. A Regional Director is to reach $30,000 from his District Directors' purchase volume, his Senior Consultants' purchase volume and his Consultants' purchase volume in one calendar quarter to maintain his Regional Director level. There are no other monies required beyond what has been listed above in this paragraph. There are no other profits accruing to said distributors other than those listed herein above.

8. Prior to April 1, 1972, the Symbra'ette marketing plan was a distribution network which allowed a potential distributor to enter at any one of three levels, i.e., "Key Distributor", "Senior Key" or "Supervisor", and eventually qualify at a fourth and fifth level, that of District Manager

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FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 92 (4)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-61	Memorandum showing active Distributors as of August 5, 1971.
RX-62	Memorandum showing active Distributors as of August 30, 1971.
RX-63	Memorandum showing active Distributors as of September 16, 1971.
RX-64	Memorandum showing active Distributors as of September 20, 1971.
RX-65	Memorandum showing active Distributors as of October 15, 1971.
RX-66	Memorandum showing active Distributors as of October 29, 1971.
RX-67	Memorandum showing active Distributors as of November 12, 1971.
RX-68	Memorandum showing active Distributors as of November 17, 1971.
RX-69	Memorandum showing active Distributors as of December 20, 1971.
RX-70	Memorandum showing active Distributors as of January 12, 1972.
RX-71	Memorandum showing active Distributors as of February 29, 1972.
RX-72	Order form of Janelle's Curves and Curls, retail store buying merchandise from Symbra'ette.
RX-73	Order form of Milliken Career Apparel, retail store buying merchandise from Symbra'ette.
RX-74	Order form of Jane & Jean's Bra Shoppe, retail store buying merchandise from Symbra'ette.

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (RX)

and Regional Manager. One entered into the Symbra'ette distribution system by purchasing merchandise from Symbra'ette or its distributors. All distributors, except for the Key Distributors (hereinafter sometimes referred to as Keys), bought directly from Symbra'ette. A distributor's gross profit was the difference between the price or prices he paid for Symbra'ette products and the price at which he sold them, plus additional profits on the purchase volume of those Consultants directly sponsored by the Distributor.

a. Key Distributor - Key Distributors purchased their products for resale at 30% off the retail list price, known by Symbra'ette as the retail purchase volume (or R.P.V). There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

b. Senior Key - Senior Keys purchased their needs directly from Symbra'ette at 40% off the retail list price for sale to Keys or the general public. There was no predetermined limit to the number of distributors who may be recruited, nor was there a predetermined limited as to the size of any distributor's organization. A Senior Key received a 5% additional profit on purchases made by his directly recruited Key Distributors and a 1% additional profit on purchases made by his directly recruited Senior Keys' groups. A person became a Senior Key either by purchasing an initial inventory of $1,000 in terms of retail list prices or by starting out as a Key Distributor and, with his personal group, reaching a monthly retail purchase volume of $1,000. There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

c. Supervisor - Supervisors purchased their products for resale at 45% off the retail list price, and purchased from Symbra'ette. A Supervisor's organization or personal group included his directly sponsored Senior Keys' entire groups and his directly sponsored Key Distributors' entire groups.

A distributor who has one directly recruited Senior Key and two directly recruited Key Distributors became a Supervisor either by purchasing an inventory of $3,000 in terms of retail list prices or, with his personal group, reaching a monthly retail purchase volume of $3,000. A Supervisor earned

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FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 9-2 (5)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-75	Order form of Bra and Top Shop, retail store buying merchandise from Symbra'ette.
RX-76	Order form of Sara & Ann's Undercover World, retail store buying merchandise from Symbra'ette.
RX-77	Order form of Smart Shop, retail store buying merchandise from Symbra'ette.
RX-78	Order form of Mary Kate Boutique, retail store buying merchandise from Symbra'ette.
RX-79	Order form of Noreda Clayton - Merle Norman Studio, retial store buying merchandise from Symbra'ette.
RX-80	Order form of Vivian Brownlee's Odds & ends Boutique, retail store buying merchandise from Symbra'ette.
RX-81	Order form of Cynthia's Boutique, retail store buying merchandise from Symbra'ette.
RX-82	Order form of (Norma Lee Cox) Bridal Shop, retial store buying merchandise from Symbra'ette.
RX-83	Order form of H.E. Cotner - Boutique of Beauty, retial store buying merchandise from Symbra'ette.
RX-84	Symbra'ette News, March, 1970.
RX-85	Newsletter of Chris Wolfe (Symbra'ette Regional Director)
RX-86	Announcement by Regional Manager

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (20)

a 5% additional profit on purchases made by his Senior Keys and a 10% additional profit on purchases made by his Key Distributors. He also received a 2% additional profit on purchases made by his directly recruited Supervisor's group. There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

d. District Manager - A District Manager purchased products from Symbra'ette at a 50% discount from suggested resale price.

A District Manager's personal group included his directly sponsored Supervisors' entire groups, and his directly sponsored Senior Keys' entire groups, and his directly sponsored Keys.

A District Manager and his organization initially purchased a dollar volume of $7,500 inventory for one month and had to maintain a monthly purchase volume of $3,000 to remain at this level of the program. One could not "begin" as a District Manager, but, rather, had to "work" his way to this position, by recruiting at least 5 people who reached Senior Key or Supervisor positions in his organization.

A District Manager earned a 15% profit on purchases of his Keys, 10% additional profit on purchases of his Senior Keys, 5% additional profit on his Supervisors' purchases, 3% additional profit on the purchases of his directly sponsored District Managers' sales groups, and 1% on the purchases of indirectly sponsored District Managers' personal groups. He also earned a cash car allowance of $150 on P.P.V. of $7,500 per month of his personal group. There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

e. Regional Manager:

The highest level one could reach with Symbra'ette was that of a Regional Manager. A Regional Manager bought his products at a 55% discount from Symbra'ette.

The personal group of a Regional Manager included his directly sponsored District Managers' entire groups, his directly sponsored Supervisors' entire groups, his directly sponsored Senior Keys' entire groups, and his directly sponsored Keys.

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FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (6)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-87	Newsletter of Edith Custin dated November 1972 (Symbra'ette Regional Director).
RX-88	Newsletter of Carolyn Wiens dated August 1971 (TLC Regional Director).
RX-89	Newsletter of Carolyn Wiens dated February 1971 (Symbra'ette Regional Director.
RX-90	Newsletter of Carolyn Wiens dated December 1970 (Symbra'ette Regional Director).
RX-91	Newsletter of Edith Custin dated March 23, 1972 (Symbra'ette Regional Director).
RX-92	Newsletter of Edith Gustin dated March 23, 1972 (Symbra'ette Regional Director).
RX-93	Newsletter of Edith Gustin dated March 10, 1972 (Symbra'ette Regional Director).
RX-94	Typical Commission Statement of Symbra'ette consultant - Barbara Chung
RX-95	Typical Commission Statement of Symbra'ette District Director - Genev & Joe Nelson.
RX-96	Typical Commission Statement of Symbra'ette Regional Director - Edith Gustin.
RX-97	Typical Commission Statement of Symbra'ette District Director - Judy McCaskill.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION / RESPONDENT Exhibit No. 92 (21)

A District Manager's personal group P.P.V. must have reached $25,000 in one month in order to entitle that District Manager to ascend to the position of Regional Manager. Thereafter, a monthly minimum P.P.V. of $12,500 was required to remain at this level of the program.

The Regional Manager earned at 20% profit on purchases of his Keys, a 15% additional profit on his Senior Keys' purchases, a 10% additional profit on his Supervisors' purchases, a 5% additional profit on his directly sponsored District Managers' purchases, 3% on his directly sponsored Regional Managers' personal group purchases. He also earned a $200 cash car allowance on $17,500 monthly personal group P.P.V. There were no other monies required beyond what has been listed above in this paragraph. There were no other profits accruing to said distributors other than those listed herein above.

9. There is no contention that any deception, fraud, unethical practice, misrepresentation, or improper conduct is present in the presentation of the products or their prices to consumers.

10. There are competitors of Symbra'ette selling brassieres, girdles, swim-wear, and lingerie under similar marketing and sales programs. As of March 16, 1973, the Federal Trade Commission has instituted no formal proceedings against any of these competitors on the issues raised by the present complaint.

11. Industries, such as the food retail and gasoline industries, have employed games of chance to promote the sale of their products.

12. The Federal Trade Commission has promulgated a Trade Regulation Rule (RX-146) under which food retailers and gasoline retailers may employ games of chance in promoting their products.

13. The consultant agreement (RX-2), which has been used by Symbra'ette since April 1, 1972, states that Symbra'ette has limited its number of active distributors to 1/10th of 1% of the population of each state.

14. Symbra'ette distributors do not pay any release fee or the like.

15. Symbra'ette distributors instruct their directly sponsored distributors in selling and fitting Symbra'ette products, publish newsletters, and hold meetings for sponsored distributors.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. RX-2 (7)
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RX-98	Typical Commission Statement of Symbra'ette Senior Consultant - Virginia Pepper.
RX-99	Typical Commission Statement of Symbra'ette Senior Consultant - Irmgard Schwerdle.
RX-100	Typical Commission Statement of Symbra'ette Senior Consultant - June Hall
RX-101	Typical Commission Statement of Symbra'ette Senior Consultant - Cherie Kidd.
RX-102	Typical Commission Statement of Symbra'ette Senior Consultant - Mary Koop.
RX-103	Typical Commission Statement of Symbra'ette Senior Consultant - Terri Mendoza.
RX-104	Typical Commission Statement of Symbra'ette Senior Consultant - Shirley Defendorf.
RX-105	Typical Commission Statement of Symbra'ette Consultant - Cynthia Harell.
RX-106	Typical Commission Statement of Symbra'ette Consultant - Betty Spires.
RX-107	Typical Commission Statement of Symbra'ette District Director - Peggy Yount.
RX-108	Typical Commission Statement of Symbra'ette District Director - Yvonne Ferguson.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 9-2 (22)

THE FOLLOWING IS A LIST OF DOCUMENTS AND OTHER EXHIBITS AS TO WHICH COUNSEL WILL STIPULATE, AND WHICH WILL BE STIPULATED AS TO EACH OF THEM. THE COPIES OF ORIGINAL DOCUMENTS DESCRIBED BELOW AND ATTACHED HERETO MAY BE RECEIVED INTO EVIDENCE IN LIEU OF THE ORIGINALS.

II.

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-1 A to F	A yellow colored booklet entitled "Your opportunity with 'Symbra'ette".

The booklet was published by Ger-Ro-Mar, Inc., and disseminated in interstate commerce to various distributors and prospective distributors of Ger-Ro-Mar, Inc. This booklet was sent to persons who responsed to the ad identified as CX-2 (below).

CX-2 A to B	An advertisement identified by the title "The Bra Revolution Began In 1962...."

This document was published and distributed in interstate commerce by Ger-Ro-Mar for the purpose of advertising Ger-Ro-Mar's products and its marketing plan. Use thereof was discontinued in 1969.

CX-3 A to B	Pamphlet showing various styles of Symbra'ette lingerie. Use thereof was discontinued in December 1971.
CX-4	Pamphlet showing Symbra'ette swim wear and sports wear.
CX-5 A to C	Pamphlet showing representative Symbra'ette bras and girdles.
CX-6 A to B	Pamphlet entitled "Symbra'ette, Excitingly Different," showing and describing features of Symbra'ette bras and girdles. Use thereof was discontinued in 1971.

These exhibits, and/or the products themselves, indicate the product line of Ger-Ro-Mar, Inc.

CX-7 A to D	Symbra'ette Newsletter dated November 1969.

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FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION ~~RESPONDENT~~ Exhibit No. 9-2 (8)

RX-109	Typical Commission Statement of Symbra'ette District Director - Ina McGhee.
RX-110	Typical Commission Statement of Symbra'ette District Director - Marrian Poisson.
RX-111	Typical Commission Statement of Symbra'ette District Director - Lois Kensey.
RX-112	Typical Commission Statement of Symbra'ette District Director - Essie Lee Loftin.
RX-113	Graph showing R.P.V. through 1970 to 1972 and Consultant's permanent current record for Ruth Mouzon.
RX-114	Graph showing R.P.V. through 1968 to 1972 and Consultant's permanent current record for Jane Morris.
RX-115	Graph showing R.P.V. through 1968 to 1972 and Consultant's permanent current record for Carolyn Wiens.
RX-116	Advertisement from Yellow Pages of Orange County telephone book showing Symbra'ette and TLC Bra advertisement - Geri Myers.
RX-117	TLC publication dated January 1972, "1 + 2 = Two".
RX-118	TLC publication "The Latest Coverage" dated August 1972.
RX-119	TLC publication "Progress-O-Gram" dated February 23, 1972.
RX-120	Newsletter of Carolyn Wiens dated August 1971 (TLC Regional Director).
RX-121	Newsletter of Carolyn Wiens dated July 1972 (TLC Regional Director).

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (23)

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EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-8 A to H	Symbra'ette Newsletter dated March 1970.
CX-9 A to H	Symbra'ette Newsletter dated April - May 1970.
CX-10 A to D	Symbra'ette Newsletter dated June - July 1970.

These newsletters were published by Ger-Ro-Mar, Inc., and were distributed in interstate commerce to Ger-Ro-Mar distributors on all levels throughout the country.

CX-11 A to D	A sample Ger-Ro-Mar distributorship agreement, entitled "Consultant Agreement". Undated. Use thereof discontinued in March 1972.
CX-12	Photocopy of: Katie Sanford distributor agreement dated January 28, 1970.
CX-13	Ann Anderson distributorship agreement dated December 31, 1969.
CX-14	Ruth Mouzon distributorship agreement dated April 10, 1970.
CX-15	Ruth and Fred Mouzon distributorship agreement dated September 1, 1970.
CX-16	Chris Wolfe distributorship agreement dated January 5, 1970.
CX-17	Stella Byers distributorship agreement dated December 31, 1969.
CX-18	Kay Monroe distributorship agreement dated December 31, 1969.

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FEDERAL TRADE COMMISSION

Docket No. 8822 COMMISSION EXHIBIT No. 92 (9)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-122	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Amanda Smith.
RX-123	Symbra'ette Monthly R.P.V. Record for Geri Myers.
RX-124	Symbra'ette Monthly R.P.V. Record for Laquieta Baker.
RX-125	Symbra'ette Monthly R.P.V. Record for Dot Byrd.
RX-126	Symbra'ette Monthly R.P.V. Record for Stella Byers.
RX-127	Symbra'ette Monthly R.P.V. Record for Louise Haley
RX-128	Symbra'ette Monthly R.P.V. Record and Consultant Permanent Record for Isabella Aren.
RX-129	Symbra'ette Monthly R.P.V. Record for Beth Vinett.
RX-130	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Illa Brawdy.
RX-131	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Marge Miller.
RX-132	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Rachel Cypret.
RX-133	Symbra'ette Monthly R.P.V. Record for Ruth R. Stafford
RX-134	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Aleta B. Williams.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 92 (24)
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EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-19	Mary Ayers distributorship agreement dated April 7, 1970.
CX-20	Rachel Cygret distributorship agreement dated June 20, 1970.
CX-21	Avis Morgan distributorship agreement dated January 9, 1970.
CX-22	Margaret Heston distributorship agreement dated October 1, 1970.

The copies (CX-12 through CX-22) are exact duplicates of the originals in the possession of Ger-Ro-Mar, Inc., and may serve as being typical and representative of all distributorship agreements entered into between Ger-Ro-Mar, Inc. and its distributors prior to April 1, 1972.

CX-23	Chris Wolfe Regional Manager order form dated October 4, 1970.
CX-24	Chris Wolfe Regional Manager order form dated October 7, 1970.
CX-25	Dorothy Worth's District Manager order form dated October 12, 1970.
CX-26	Alaska Pierce's District Manager order form dated October 1, 1970.
CX-27	Pauline Mitchell's Supervisor order form dated October 1, 1970.
CX-28	Joyce Stone's Supervisor order form dated October 6, 1970.
CX-29	Katie Sanford Regional Manager order form dated March 6, 1971.
CX-30	Alaska Pierce District Manager order form dated March 6, 1971.
CX-31	Lillian Culey District Manager order form dated March 4, 1971.

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION Exhibit No. 92 (19)

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EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-135	Symbra-ette Monthly R.P.V. Record for Jo Anne Krause.
RX-136	TLC Newsletter from Carolyn Wiens dated August 4, 1971.
RX-137	TLC Announcement from Carolyn Wiens.
RX-138	Marketing plan for Mibra (a division of Arengee Enterprises, Inc.)
RX-139	Marketing plan for Shaklee, Co.
RX-140	Marketing plan for Kardee (Runnels Co. Inc.)
RX-141	Marketing plan of Con-Stan Industries, Inc.
RX-142	Marketing plan of T.L.C., Inc.
RX-143	Marketing plan of Nutrilite
RX-144	Marketing plan of Command Performance, Inc.
RX-145	Marketing plan of Figurette.
RX-146	Federal Trade Commission - "Trade Regulation Rule For Games Of Chance In the Food Retailing And Gasoline Industries And Accompanying Statement Of Basis And Purpose Of Rule"
RX-147	Staff Report To The Federal Trade Commission - "Economic Report ON Use of Games of Chance In Food And Gasoline Retailing".
RX-148	'San Jose News', December 20, 1972, article entitled "U.N. Eyes Lottery".
RX-149	'San Jose News', August 12, 1971, article entitled "For Financial Relief More States Plan Lotteries"

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhibit No. 92 (25)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-32	Jean Thomas Supervisor Order form dated March 5, 1971.
CX-33	Jean Thomas Supervisor Order form dated March 5, 1971. (swimwear.)
CX-34	Judith Marsh Senior Key order form dated March 2, 1971.
CX-35	Ann Anderson Regional Manager order form dated February 1, 1971.
CX-36	Fred & Ruth Houzon District Manager order form dated March 8, 1971.
CX-37	Mickey Davis District Manager order form dated March 6, 1971.
CX-38	Essie Loftin Supervisor order form dated March 6, 1971, #4.
CX-39	Essie Loftin Supervisor order form dated March 6, 1971, #3.
CX-40	J. S. Hart Senior Key order form dated March 6, 1971, #4.
CX-41	J. S. Hart Senior Key order form dated March 5, 1971, #3.
CX-42	Marv Avers District Manager order form dated March 5, 1971, #3.
CX-43	Marv Avers District Manager order form dated March 5, 1971, #5.
CX-44	Ida Langston Supervisor order form of March 6, 1971, #1.
CX-45	Evelyn Graus Senior Key order form dated March 6, 1971.

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RECIPIENT Exhibit No. 92 (111)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-150	Newspaper clipping on California Lottery Plan, "San Francisco Chronicle", March 5, 1973.
RX-151	Telephone Listings (Yellow Pages) Pacific Telephone Director November, 1972 on Page 419, shows distributors handling competing lines.

Respectfully submitted,

Jerome H. Steiner, Jr.
Jerome H. Steiner, Jr.

Ralph E. Stone
Ralph E. Stone
Counsel Supporting Complaint

Jack M. Wiseman
Jack M. Wiseman
Respondents' Counsel

DATED: 3/16/73

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 92 (-26)

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EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-46	Shelba Morrison Senior Key order form dated March 4, 1971.

The copies are exact duplicates of the originals of these documents which are in possession of Ger-Ro-Mar, Inc. These may serve as being typical and representative of all such order form-invoices used in the course and conduct of Ger-Ro-Mar's business prior to April 1, 1972.

CX-47	Ruth Mouzon Purchase Volume Discount record dated January 1971.
CX-48	Alaska Pierce Purchase Volume Discount record dated January 1971.
CX-49	Essie Loftin Purchase Volume Discount record dated August 1970.
CX-50	Essie Loftin Purchase Volume Discount record dated September 1970.
CX-51	Jean Thomas Purchase Volume Discount record dated January 1971.
CX-52	Mildred Dist Purchase Volume Discount record dated January 1971.
CX-53	Pauline Mitchell Purchase Volume Discount record dated January 1971.
CX-54	Mastels Purchase Volume Discount record undated.
CX-55	Stella Byers Monthly Purchase Volume record dated January 1971.
CX-56	Lil Blannan Monthly Purchase Volume record undated.
CX-57	Eva Bowman Monthly Purchase Volume record undated.

FEDERAL TRADE COMMISSION
Docket No. 8822 COMMISSION RESPONDENT Exhibit No. 92 (12)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-58	Illa Blandy Monthly Purchase Volume record undated.
CX-59	Joy Adkins Monthly Purchase Volume record undated.
CX-60	Elaine Majolo Monthly Purchase Volume record undated.
CX-61	Mary Ann Monlor Monthly Purchase Volume record undated.
CX-62	Lillian V. Mitchell Monthly Purchase Volume record dated January 1971.
CX-63	Carolyn Brown Monthly Purchase Volume record undated.
CX-64	Geri Myers Monthly Purchase Volume record dated January 1971.
CX-65	Wanda Marsh Monthly Purchase Volume record dated January 1971.
CX-66	Ross Efford Monthly Purchase Volume record dated January 1971.
CX-67	Vengie Ellsworth Monthly Purchase Volume record dated January 1971.
CX-68	Dorothy Elliott Monthly Purchase Volume record dated January 1971.
CX-69	Betty Faulkner Monthly Purchase Volume record dated January 1971.
CX-70	Thomas Fahey Monthly Purchase Volume record dated January 1971.
CX-71	Katie Sanford Purchase Volume discount record dated January, 1971.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (13)

IN THE UNITED STATES COURT OF APPEALS
FOR THE SECOND CIRCUIT

GER-RO-MAR, INC., et al., Petitioners, v. FEDERAL TRADE COMMISSION, Respondent.	)	No. 74-2343

CERTIFICATE OF SERVICE

I hereby certify that service of respondent's, the Federal Trade Commission's, Documentary Exhibits in this case has been made upon petitioners by mailing on this 18th day of April, 1975, copies thereof, postage prepaid, to their counsel, as follows:

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2084 Alameda Way
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Attorneys for Amicus Curiae
Direct Selling Association

W. BADLWIN OGDEN
Attorney

Federal Trade Commission
Washington, D. C. 20580

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
CX-72	Ann Anderson Purchase Volume discount record dated January, 1971.
CX-73	Mrs. James Baker Monthly Purchase Volume record dated January 1, 1971.

These exhibits are the exact duplicates of the originals currently in possession of Ger-Ro-Lar, Inc., and may serve as being typical and representative of all other similar documents currently in the possession of Ger-Ro-Lar, Inc. that were used prior to April, 1972.

CX-74 A to Z35	A booklet entitled "Symbra'ette Sales Manual".

The booklet is authentic, was and is published by Ger-Ro-Lar, Inc., and is distributed to each Ger-Ro-Lar distributor. It is to this document that the terms "Sales Manual" and "Rules and Regulations" contained in the "consultant agreements" refer. Use thereof was discontinued in March, 1972.

CX-75 A to Z16	A Flip Chart entitled "Your Opportunity with Symbra'ette".

This Flip-chart was and is published by Ger-Ro-Lar, Inc., is distributed in interstate commerce to Ger-Ro-Lar distributors and is, and has been, shown to prospective distributors located in states other than California, the state of origination. Use thereof was discontinued in March, 1972.

The above described documents are business records of respondents kept in the regular course of its business.

III. The documents listed below are genuine and authentic documents, or are true and correct copies of the originals of documents which are genuine and authentic.

FEDERAL TRADE COMMISSION
Docket No. 8721 COMMISSION Exhibit No. 22 (14)

861

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-1	Symbra'ette Sales Manual as of April 1, 1972, including Summary of Sales Program as the last page thereof.
RX-2	Symbra'ette Consultant Agreement as of April 1, 1972.
RX-3	Symbra'ette Sample Kit Order Form as of April 1, 1972.
RX-4	Symbra'ette Wholesale Order Form as of April 1, 1972 (Swimwear).
RX-5	Symbra'ette Wholesale Order Form as of April 1, 1972 (Brassieres).
RX-6	Random list to show initial order from distributors.
RX-7	Store advertisement of Symbra'ette brassieres.
RX-8	Flyer by a Regional Manager.
RX-9	Symbra'ette News, July, 1971.
RX-10	Symbra'ette News, May, 1972.
RX-11	Symbra'ette News, June, 1972.
RX-12	Symbra'ette News, May 1971.
RX-13	Order from Paulette's
RX-14	Memorandum showing active Distributors as of December 4, 1967.
RX-15	Memorandum showing active Distributors as of December 19, 1967.
RX-16	Memorandum showing active Distributors as of January 22, 1968.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. RX-2 (15)
862

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-17	Memorandum showing active Distributors as of February 6, 1968.
RX-18	Memorandum showing active Distributors as of April 5, 1968.
RX-19	Memorandum showing active Distributors as of June 13, 1968.
RX-20	Memorandum showing active Distributors as of July 19, 1968.
RX-21	Memorandum showing active Distributors as of July 31, 1968.
RX-22	Memorandum showing active Distributors as of August 22, 1968
RX-23	Memorandum showing active Distributors as of September 11, 1968.
RX-24	Memorandum showing active Distributors as of October 3, 1968.
RX-25	Memorandum showing active Distributors as of October 31, 1968.
RX-26	Memorandum showing active Distributors as of December 17, 1968.
RX-27	Memorandum showing active Distributors as of January 17, 1969.
RX-28	Memorandum showing active Distributors as of January 29, 1968.
RX-29	Memorandum showing active Distributors as of March 19, 1969.
RX-30	Memorandum showing active Distributors as of April 24, 1969.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 92 (16)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-31	Memorandum showing active Distributors as of May 22, 1969.
RX-32	Memorandum showing active Distributors as of May 29, 1969.
RX-33	Memorandum showing active Distributors as of June 3, 1969.
RX-34	Memorandum showing active Distributors as of June 12, 1969.
RX-35	Memorandum showing active Distributors as of June 26, 1969.
RX-36	Memorandum showing active Distributors as of July 15, 1969.
RX-37	Memorandum showing active Distributors as of September 4, 1969.
RX-38	Memorandum showing active Distributors as of October 14, 1969.
RX-39	Memorandum showing active Distributors as of October 21, 1969.
RX-40	Memorandum showing active Distributors as of November 10, 1969.
RX-41	Memorandum showing active Distributors as of November 21, 1969.
RX-42	Memorandum showing active Distributors as of December 16, 1969.
RX-43	Memorandum showing active Distributors as of January 6, 1970.
RX-44	Memorandum showing active Distributors as of January 21, 1970.
RX-45	Memorandum showing active Distributors as of February 24, 1970.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. RX-2 (17)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-46	Memorandum showing active Distributors as of February 24, 1970.
RX-47	Memorandum showing active Distributors as of March 31, 1970.
RX-47	Memorandum showing active Distributors as of April 15, 1970.
RX-48	Memorandum showing active Distributors as of May 15, 1970.
RX-49	Memorandum showing active Distributors as of July 24, 1970.
RX-50	Memorandum showing active Distributors as of August 22, 1970.
RX-51	Memorandum showing active Distributors as of September 17, 1970.
RX-52	Memorandum showing active Distributors as of September 22, 1970.
RX-53	Memorandum showing active Distributors as of October 22, 1970.
RX-54	Memorandum showing active Distributors as of November 17, 1970.
RX-55	Memorandum showing active Distributors as of December 18, 1970.
RX-56	Memorandum showing active Distributors as of December 29, 1970.
RX-57	Memorandum showing active Distributors as of February 2, 1971.
RX-58	Memorandum showing active Distributors as of March 12, 1971.
RX-59	Memorandum showing active Distributors as of May 5, 1971.
RX-60	Memorandum showing active Distributors as of July 21, 1971.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 92 (18)
8835

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-61	Memorandum showing active Distributors as of August 5, 1971.
RX-62	Memorandum showing active Distributors as of August 30, 1971.
RX-63	Memorandum showing active Distributors as of September 16, 1971.
RX-64	Memorandum showing active Distributors as of September 20, 1971.
RX-65	Memorandum showing active Distributors as of October 15, 1971.
RX-66	Memorandum showing active Distributors as of October 29, 1971.
RX-67	Memorandum showing active Distributors as of November 12, 1971.
RX-68	Memorandum showing active Distributors as of November 17, 1971.
RX-69	Memorandum showing active Distributors as of December 20, 1971.
RX-70	Memorandum showing active Distributors as of January 12, 1972.
RX-71	Memorandum showing active Distributors as of February 29, 1972.
RX-72	Order form of Janelle's Curves and Curls, retail store buying merchandise from Symbra'ette.
RX-73	Order form of Milliken Career Apparel, retail store buying merchandise from Symbra'ette.
RX-74	Order form of Jane & Jean's Bra Shoppe, retail store buying merchandise from Symbra'ette.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (RX)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-75	Order form of Bra and Top Shop, retail store buying merchandise from Symbra'ette.
RX-76	Order form of Sara & Ann's Undercover World, retail store buying merchandise from Symbra'ette.
RX-77	Order form of Smart Shop, retail store buying merchandise from Symbra'ette.
RX-78	Order form of Mary Kate Boutique, retail store buying merchandise from Symbra'ette.
RX-79	Order form of Noreda Clayton - Merle Norman Studio, retial store buying merchandise from Symbra'ette.
RX-80	Order form of Vivian Brownlee's Odds & ends Boutique, retail store buying merchandise from Symbra'ette.
RX-81	Order form of Cynthia's Boutique, retail store buying merchandise from Symbra'ette.
RX-82	Order form of (Norma Lee Cox) Bridal Shop, retial store buying merchandise from Symbra'ette.
RX-83	Order form of H.E. Cotner - Boutique of Beauty, retial store buying merchandise from Symbra'ette.
RX-84	Symbra'ette News, March, 1970.
RX-85	Newsletter of Chris Wolfe (Symbra'ette Regional Director)
RX-86	Announcement by Regional Manager

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (20)

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-87	Newsletter of Edith Custin dated November 1972 (Symbra'ette Regional Director).
RX-88	Newsletter of Carolyn Miens dated August 1971 (TLC Regional Director).
RX-89	Newsletter of Carolyn Miens dated February 1971 (Symbra'ette Regional Director.
RX-90	Newsletter of Carolyn Miens dated December 1970 (Symbra'ette Regional Director).
RX-91	Newsletter of Edith Custin dated March 23, 1972 (Symbra'ette Regional Director).
RX-92	Newsletter of Edith Gustin dated March 23, 1972 (Symbra'ette Regional Director).
RX-93	Newsletter of Edith Gustin dated March 10, 1972 (Symbra'ette Regional Director).
RX-94	Typical Commission Statement of Symbra'ette consultant - Barbara Chung
RX-95	Typical Commission Statement of Symbra'ette District Director - Genev & Joe Nelson.
RX-96	Typical Commission Statement of Symbra'ette Regional Director - Edith Gustin.
RX-97	Typical Commission Statement of Symbra'ette District Director - Judy McCaskill.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. RX-97 (21)

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RX-98	Typical Commission Statement of Symbra'ette Senior Consultant - Virginia Pepper.
RX-99	Typical Commission Statement of Symbra'ette Senior Consultant - Irmgard Schwerdle.
RX-100	Typical Commission Statement of Symbra'ette Senior Consultant - June Hall
RX-101	Typical Commission Statement of Symbra'ette Senior Consultant - Cherie Kidd.
RX-102	Typical Commission Statement of Symbra'ette Senior Consultant - Mary Koop.
RX-103	Typical Commission Statement of Symbra'ette Senior Consultant - Terri Mendoza.
RX-104	Typical Commission Statement of Symbra'ette Senior Consultant - Shirley Defendorf.
RX-105	Typical Commission Statement of Symbra'ette Consultant - Cynthia Harell.
RX-106	Typical Commission Statement of Symbra'ette Consultant - Betty Spires.
RX-107	Typical Commission Statement of Symbra'ette District Director - Peggy Yount.
RX-108	Typical Commission Statement of Symbra'ette District Director - Yvonne Ferguson.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 92 (22)

RX-109	Typical Commission Statement of Symbra'ette District Director - Ina McGhee.
RX-110	Typical Commission Statement of Symbra'ette District Director - Marrian Poisson.
RX-111	Typical Commission Statement of Symbra'ette District Director - Lois Kensey.
RX-112	Typical Commission Statement of Symbra'ette District Director - Essie Lee Loftin.
RX-113	Graph showing R.P.V. through 1970 to 1972 and Consultant's permanent current record for Ruth Mouzon.
RX-114	Graph showing R.P.V. through 1968 to 1972 and Consultant's permanent current record for Jane Morris.
RX-115	Graph showing R.P.V. through 1968 to 1972 and Consultant's permanent current record for Carolyn Wiens.
RX-116	Advertisement from Yellow Pages of Orange County telephone book showing Symbra'ette and TLC Bra advertisement - Geri Myers.
RX-117	TLC publication dated January 1972, "1 + 2 = Two".
RX-118	TLC publication "The Latest Coverage" dated August 1972.
RX-119	TLC publication "Progress-O-Gram" dated February 23, 1972.
RX-120	Newsletter of Carolyn Wiens dated August 1971 (TLC Regional Director).
RX-121	Newsletter of Carolyn Wiens dated July 1972 (TLC Regional Director).

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION ~~RESPONDENT~~ Exhibit No. 92 (23)

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EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-122	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Amanda Smith.
RX-123	Symbra'ette Monthly R.P.V. Record for Geri Myers.
RX-124	Symbra'ette Monthly R.P.V. Record for Laquieta Baker.
RX-125	Symbra'ette Monthly R.P.V. Record for Dot Byrd.
RX-126	Symbra'ette Monthly R.P.V. Record for Stella Byers.
RX-127	Symbra'ette Monthly R.P.V. Record for Louise Haley
RX-128	Symbra'ette Monthly R.P.V. Record and Consultant Permanent Record for Isabella Aren.
RX-129	Symbra'ette Monthly R.P.V. Record for Beth Vinett.
RX-130	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Illa Brawdy.
RX-131	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Marge Miller.
RX-132	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Rachel Cypret.
RX-133	Symbra'ette Monthly R.P.V. Record for Ruth R. Stafford
RX-134	Symbra'ette Consultant Permanent Record and Monthly R.P.V. Record for Aleta B. Williams.

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION Exhibit No. 92 (24)
871

EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-135	Symbra-ette Monthly R.P.V. Record for Jo Anne Krause.
RX-136	TLC Newsletter from Carolyn Wiens dated August 4, 1971.
RX-137	TLC Announcement from Carolyn Wiens.
RX-138	Marketing plan for Mibra (a division of Arengee Enterprises, Inc.)
RX-139	Marketing plan for Shaklee, Co.
RX-140	Marketing plan for Kardee (Runnels Co. Inc.)
RX-141	Marketing plan of Con-Stan Industries, Inc.
RX-142	Marketing plan of T.L.C., Inc.
RX-143	Marketing plan of Nutrilite
RX-144	Marketing plan of Command Performance, Inc.
RX-145	Marketing plan of Figurette.
RX-146	Federal Trade Commission - "Trade Regulation Rule For Games Of Chance In the Food Retailing And Gasoline Industries And Accompanying Statement Of Basis And Purpose Of Rule"
RX-147	Staff Report To The Federal Trade Commission - "Economic Report ON Use of Games of Chance In Food And Gasoline Retailing".
RX-148	'San Jose News', December 20, 1972, article entitled "U.N. Eyes Lottery".
RX-149	'San Jose News', August 12, 1971, article entitled "For Financial Relief More States Plan Lotteries"

FEDERAL TRADE COMMISSION
Docket No 8722 COMMISSION RESPONDENT Exhibit No. 92 (25)

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EXHIBIT IDENTIFICATION NO.	IDENTIFICATION
RX-150	Newspaper clipping on California Lottery Plan, "San Francisco Chronicle", March 5, 1973.
RX-151	Telephone Listings (Yellow Pages) Pacific Telephone Director November, 1972 on Page 419, shows distributors handling competing lines.

Respectfully submitted,

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Jerome I. Steiner, Jr.

Ralph E. Stone
Ralph L. Stone
Counsel Supporting Complaint

Jack M. Wiseman
Jack M. Wiseman
Respondents' Counsel

DATED: 3/16/73

FEDERAL TRADE COMMISSION
Docket No. 8872 COMMISSION RESPONDENT Exhibit No. 92 (-26)

| | | |

IN THE UNITED STATES COURT OF APPEALS
FOR THE SECOND CIRCUIT

GER-RO-MAR, INC., et al., Petitioners, v. FEDERAL TRADE COMMISSION, Respondent.	No. 74-2343

CERTIFICATE OF SERVICE

I hereby certify that service of respondent's, the Federal Trade Commission's, Documentary Exhibits in this case has been made upon petitioners by mailing on this 18th day of April, 1975, copies thereof, postage prepaid, to their counsel, as follows:

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Attorney

Federal Trade Commission
Washington, D. C. 20580

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

REGIONAL MANAGER ORDER FORM

DATE Oct 4 1970
ORDER NO. 8

DROP SHIP TO:
NAME Majors + Addison
ADDRESS 6001 Sorrisville ave.
CITY & STATE Pensacola Florida 32506
KEY DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME
NAME Edrin Wolf XXX I.D. # (Social Security Number)
ADDRESS 10304 State Rd 13
CITY & STATE Jacksonville, Fla. 32217 ZIP
My Sponsor is Ser-Co-Mir-Inc

Regular cash records with Order #1 and 5 Previous R.P.V.
My Previous R.P.V. 0
R.P.V. This Order 310.75
Total New R.P.V. 310.75

STYLE NO. 164 WHITE COTTON — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D									15.45		15.95		7.45	
DD									15.45		15.95		7.45	
E									16.45		16.95		7.90	
EE									16.45		16.95		7.90	
F									18.45		18.95		8.80	
G									18.45		19.95		9.25	
H									20.45		20.95		9.70	

Write in XL for EXTRA-LONG long-line with 2" lip elastic 2.00

STYLE NO. 264 WHITE LACE — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C									17.45		17.95		8.35	
CC									17.45		17.95		8.35	
D									18.45		18.95		8.80	
DD									18.45		18.95		8.80	
E									19.45		19.95		9.25	
EE									19.45		19.95		9.25	
F									21.45		21.95		10.15	
G									22.45		22.95		10.60	
H									23.45		23.95		11.05	

Write in XL for EXTRA-LONG long-line with 2" lip elastic 2.00

STYLE NO. 364 BLACK LACE — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D									20.45		20.95		9.70	
DD									20.45		20.95		9.70	
E									21.45		21.95		10.15	
EE									21.45		21.95		10.15	
F									23.45		23.95		11.05	
G									24.45		24.95		11.50	
H									25.45		25.95		11.95	

Write in XL for EXTRA-LONG long-line with 2" lip elastic 2.00

FIGURE CONTROL PANTY GIRDLE — White — Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		7.90	
402-W	Small		17.45		17.95		8.35	
403-W	Med		17.45		17.95		8.35	
404-W	Large		18.45		18.95		8.80	
405-W	X Large		19.45		19.95		9.25	

FIGURE CONTROL PANTY GIRDLE — Nude — Mini Leg

401-N	Petite		17.45		17.95		8.35	
402-N	Small		18.45		18.95		8.80	
403-N	Med		18.45		18.95		8.80	
404-N	Large		19.45		19.95		9.25	
405-N	X Large		20.45		20.95		9.70	

FIGURE CONTROL PANTY GIRDLE — Black — Mini Leg

401-B	Petite		18.45		18.95		8.80	
402-B	Small		19.45		19.95		9.25	
403-B	Med		19.45		19.95		9.25	
404-B	Large		20.45		20.95		9.70	

FASHION FIGURE PANTY — White — Mini Leg

20-W	Petite		9.45		9.95		4.75	
21-W	Small		9.45		9.95		4.75	
22-W	Med		9.45		9.95		4.75	
23-W	Large		9.45		9.95		4.75	

FASHION FIGURE PANTY — Nude — Mini Leg

20-N	Petite		10.45		10.95		5.20	
21-N	Small		10.45		10.95		5.20	
22-N	Med		10.45		10.95		5.20	
23-N	Large		10.45		10.95		5.20	

FASHION FIGURE PANTY — White — Mid Leg

30-W	Petite		10.45		10.95		5.20	
31-W	Small		10.45		10.95		5.20	
32-W	Med		10.45		10.95		5.20	
33-W	Large		10.45		10.95		5.20	

FASHION FIGURE PANTY — Nude — Mid Leg

30-N	Petite		11.45		11.95		5.65	
31-N	Small		11.45		11.95		5.65	
32-N	Med		11.45		11.95		5.65	
33-N	Large		11.45		11.95		5.65	

FASHION FIGURE PANTY — White — Long Leg

40-W	Petite		11.45		11.95		5.65	
41-W	Small		11.45		11.95		5.65	
42-W	Med		11.45		11.95		5.65	
43-W	Large		11.45		11.95		5.65	

FASHION FIGURE PANTY — Nude — Long Leg

40-N	Petite		12.45		12.95		6.10	
41-N	Small		12.45		12.95		6.10	
42-N	Med		12.45		12.95		6.10	
43-N	Large		12.45		12.95		6.10	
TOTALS SECTION ONE			TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE	

STYLE NO. 362 BLACK LACE

CUP	30	32	34	36	38	40	42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B									14.45		14.95		7.00	
C									15.45		15.95		7.45	
CC									15.45		15.95		7.45	
D									16.45		16.95		7.90	
DD									16.45		16.95		7.90	
E									18.45		18.95		8.80	
EE									18.45		18.95		8.80	
F									20.45		20.95		9.70	
G									21.45		21.95		10.15	

STYLE NO. 45 SIESTA BRA — White Only

CUP	32/34	36/38	40/42											
B									7.45		7.95		3.85	
C									8.45		8.95		4.30	
D									8.45		8.95		4.30	
E									9.45		9.95		4.75	
F									9.45		9.95		4.75	

FIGURE CONTROL PANTY GIRDLE — White — Long Leg

NO.	SIZE							
601-W	Petite		18.45		18.95		8.80	
602-W	Small		19.45		19.95		9.25	
603-W	Med		19.45		19.95		9.25	
604-W	Large		20.45		20.95		9.70	
605-W	X Large		21.45		21.95		10.15	
606-W	2X Lge		22.45		22.95		10.60	
607-W	3X Lge		23.45		23.95		11.05	
608-W	4X Lge		24.45		24.95		11.50	
609-W	5X Lge		25.45		25.95		11.95	
610-W	6X Lge		26.45		26.95		12.40	

FIGURE CONTROL PANTY GIRDLE — Nude — Long Leg

601-N	Petite		19.45		19.95		9.25	
602-N	Small		20.45		20.95		9.70	
603-N	Med		20.45		20.95		9.70	
604-N	Large		21.45		21.95		10.15	
605-N	X Large		22.45		22.95		10.60	
606-N	2X Lge		23.45		23.95		11.05	

FIGURE CONTROL PANTY GIRDLE — Black — Long Leg

601-B	Petite		20.45		20.95		9.70	
602-B	Small		21.45		21.95		10.15	
603-B	Med		21.45		21.95		10.15	
604-B	Large		22.45		22.95		10.60	
605-B	X Large		23.45		23.95		11.05	
606-B	2X Lge		24.45		24.95		11.50	

FIGURE CONTROL PANTY GIRDLE — White — Mid Leg

701-W	Petite		18.45		18.95		8.80	
702-W	Small		19.45		19.95		9.25	
703-W	Med		19.45		19.95		9.25	
704-W	Large		20.45		20.95		9.70	
705-W	X Large		21.45		21.95		10.15	
706-W	2X Lge		22.45		22.95		10.60	
707-W	3X Lge		23.45		23.95		11.05	
708-W	4X Lge		24.45		24.95		11.50	
709-W	5X Lge		25.45		25.95		11.95	
710-W	6X Lge		26.45		26.95		12.40	

FIGURE CONTROL PANTY GIRDLE — Nude — Mid Leg

701-N	Petite		19.45		19.95		9.25	
702-N	Small		20.45		20.95		9.70	
703-N	Med		20.45		20.95		9.70	
704-N	Large		21.45		21.95		10.15	
705-N	X Large		22.45		22.95		10.60	
706-N	2X Lge		23.45		23.95		11.05	

FIGURE CONTROL PANTY GIRDLE — Black — Mid Leg

701-B	Petite		20.45		20.95		9.70	
702-B	Small		21.45		21.95		10.15	
703-B	Med		21.45		21.95		10.15	
704-B	Large		22.45		22.95		10.60	
705-B	X Large		23.45		23.95		11.05	
706-B	2X Lge		24.45		24.95		11.50	
TOTALS SECTION TWO			TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE	

STYLE NO. 212 — White — All Nylon Lace - Velcro Attached - Partially Removable Cup Covers

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		8.80	
B								19.45		19.95		9.25	
C								19.45		19.95		9.25	
D								19.45		19.95		9.25	
E								20.45		20.95		9.70	
EE								20.45		20.95		9.70	
F								21.45		21.95		10.15	
G								21.45		21.95		10.15	

STYLE NO. 213 — White — Marquisette and Lace Ruching

CUP	30	32	34	36	38	40							
A								23.45		23.95		11.05	
B								24.45		24.95		11.50	
C								24.45		24.95		11.50	
D								24.45		24.95		11.50	
E								25.45		25.95		11.95	
EE								25.45		25.95		11.95	
F								26.45		26.95		12.40	
G								26.45		26.95		12.40	

STYLE NO. 214 — White — Lace Ruching Under Cup - Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							26.45		26.95		12.40	
A							26.45		26.95		12.40	
B							27.45		27.95		12.85	
C							27.45		27.95		12.85	
D							27.45		27.95		12.85	
E							27.45		27.95		12.85	

STYLE NO. 314 — Black — Lace Ruching Under Cup - Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							28.45		28.95		13.30	
A							28.45		28.95		13.30	
B							29.45		29.95		13.75	
C							29.45		29.95		13.75	
D							29.45		29.95		13.75	
E							29.45		29.95		13.75	
TOTALS SECTION THREE							TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE	

COMPLETED BY S
DATE 10-6-70

15.55

BONUS MERCHANDISE — SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for over-ride or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.

Five (5) Items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus Merchandise whether you have a party or not.

RPV of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT
X	262	34-E	16.95	16.95
X	262	32-D		14.95
X	262	34-C		12.95
			TOTAL RETAIL	45.85
			Less 60% Discount on Retail	27.51
			NET AMOUNT	18.34
			Calif. add 5% or 5½% on Total Retail	
			TOTAL Forward to Section at Right	18.34

STYLE NO. 162 COTTON

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B											9.45		9.95		4.75	
C											10.45		10.95		5.20	
CC											10.45		10.95		5.20	
D											11.45		11.95		5.65	
DD											11.45		11.95		5.65	
E											13.45		13.95		6.55	
EE											13.45		13.95		6.55	
F											15.45		15.95		7.45	
G											16.45		16.95		7.90	
H											17.45		17.95		8.35	
I											18.45		18.95		8.80	
J											19.45		19.95		9.25	
K											20.45		20.95		9.70	
L											21.45		21.95		10.15	

STYLE NO. 262 WHITE LACE

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B	X	X								2	12.45	24.90	12.95		6.10	12.20
C	X	X								1	13.45	13.45	13.95		6.55	6.55
CC	X	X								2	13.45	26.90	13.95		6.55	13.10
D	X	X								1	14.45	14.45	14.95		7.00	7.00
DD	X	X								1	14.45	14.45	14.95		7.00	7.00
E	X	X		X						3	16.45	49.35	16.95		7.90	23.70
EE	X	X		X	X					3	16.45	49.35	16.95		7.90	23.70
F	X	X								2	17.45	34.90	17.95		8.35	16.70
G											19.45		19.95		9.25	
H											20.45		20.95		9.70	
I											21.45		21.95		10.15	
J											22.45		22.95		10.60	
K											23.45		23.95		11.05	
L											24.45		24.95		11.50	

STYLE NO. 103 COTTON BANDEAU — Center Division

CUP	28	30	32	34	36							
AA							7.45		7.95		3.85	
A							7.45		7.95		3.85	
B							8.45		8.95		4.30	
C							9.45		9.95		4.75	
CC							10.45		10.95		5.20	

STYLE NO. 203 WHITE LACE BANDEAU — Center Division

CUP	28	30	32	34	36							
A							10.45		10.95		5.20	
B							11.45		11.95		5.65	
C							12.45		12.95		6.10	
CC							13.45		13.95		6.55	

TOTALS THIS SECTION 15	15	TOTAL R.P.V. 227.75	TOTAL RETAIL	TOTAL WHSLE	109.25
TOTALS SECTION ONE 17	3	TOTAL R.P.V. 73.00	TOTAL RETAIL	TOTAL WHSLE	43.10
TOTALS SECTION TWO		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE	
TOTALS SECTION THREE		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE	
TOTALS 15	18	TOTAL R.P.V. 300.75	TOTAL RETAIL	TOTAL WHSLE	152.95

Bonus 9

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% where Applicable

Left Supplies 25.40

TOTAL FOR BONUS MERCHANDISE 18.34

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢ 0.75

AMOUNT ENCLOSED 196.04

10/21/70 CHECK NO. 94
DATE REC'D 10/26
AMT. REC'D 196.04
OBTAINED 10/23 1970
BY Jerome M. Steiner, Jr.
ATTORNEY-EXAMINER

Printed in U.S.A. Rev. 10/1/70

HOW TO FOLD: 1 Fold order form from left to right. 2 Fold bottom to top 3 Fold twice to fit #10 envelope.

Postage Required to AIR MAIL orders to Home Office. One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes

2

Symbra-ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

REGIONAL MANAGER ORDER FORM

DATE 10-7-70
ORDER NO. 4

DROP SHIP TO: Special DELIVERY
NAME Carol Cameron
ADDRESS 5231 Bon Vivant Dr.
CITY & STATE Tampa, Fla. apt. 183 ZIP 33602
REP DISTRIBUTOR ☐

MINIMUM ORDER 6 ITEMS AT ONE TIME

NAME Chris [illegible]
I.D. # (Social Security Number)
ADDRESS 10304 State Road 13.
CITY & STATE Jacksonville Fla. ZIP 32217
My Sponsor is Bee-Lo-Mar Inc.

Begin each month and Order #1 with 0 Previous R.P.V.
My Previous R.P.V. 869.05
R.P.V. This Order 151.50
Total New R.P.V. 1020.55

STYLE NO. 164 WHITE COTTON – Long Line – Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C									15.45		15.95		7.45	
CC									15.45		15.95		7.45	
D									16.45		16.95		7.90	
DD									16.45		16.95		7.90	
E									18.45		18.95		8.80	
F									19.45		19.95		9.25	
G									20.45		20.95		9.70	
H													2.00	

Write in XL for EXTRA-LONG long-line with 2" lip elastic

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C									17.45		17.95		8.35	
CC									17.45		17.95		8.35	
D									18.45		18.95		8.80	
DD									18.45		18.95		8.80	
E									19.45		19.95		9.25	
EE									19.45		19.95		9.25	
F									21.45		21.95		10.15	
G									22.45		22.95		10.60	
H									23.45		23.95		11.05	

Write in XL for EXTRA-LONG long-line with 2" lip elastic

STYLE NO. 364 BLACK LACE – Long Line – Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C									20.45		20.95		9.70	
DD									20.45		20.95		9.70	
E									21.45		21.95		10.15	
EE									21.45		21.95		10.15	
F									23.45		23.95		11.05	
G									24.45		24.95		11.50	
H									25.45		25.95		11.95	

Write in XL for EXTRA-LONG long-line with 2" lip elastic 2.00

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

NO.	SIZE	QTY	R.P.V EACH	R.P.V TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		7.90	
402-W	Small		17.45		17.95		8.35	
403-W	Med		17.45		17.95		8.35	
404-W	Large		18.45		18.95		8.80	
405-W	X Large		19.45		19.95		9.25	

FIGURE CONTROL PANTY GIRDLE – Nude – Mini Leg

401-N	Petite	17.45		17.95		8.35	
402-N	Small	18.45		18.95		8.80	
403-N	Med	18.45		18.95		8.80	
404-N	Large	19.45		19.95		9.25	
405-N	X Large	20.45		20.95		9.70	

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

401-B	Petite	18.45		18.95		8.80	
402-B	Small	19.45		19.95		9.25	
403-B	Med	19.45		19.95		9.25	
404-B	Large	20.45		20.95		9.70	

FASHION FIGURE PANTY – White – Mini Leg

20-W	Petite	9.45		9.95		4.75	
21-W	Small	9.45		9.95		4.75	
22-W	Med	9.45		9.95		4.75	
23-W	Large	9.45		9.95		4.75	

FASHION FIGURE PANTY – Nude – Mini Leg

20-N	Petite	10.45		10.95		5.20	
21-N	Small	10.45		10.95		5.20	
22-N	Med	10.45		10.95		5.20	
23-N	Large	10.45		10.95		5.20	

FASHION FIGURE PANTY – White – Mid Leg

30-W	Petite	10.45		10.95		5.20	
31-W	Small	10.45		10.95		5.20	
32-W	Med	10.45		10.95		5.20	
33-W	Large	10.45		10.95		5.20	

FASHION FIGURE PANTY – Nude – Mid Leg

30-N	Petite	11.45		11.95		5.65	
31-N	Small	11.45		11.95		5.65	
32-N	Med	11.45		11.95		5.65	
33-N	Large	11.45		11.95		5.65	

FASHION FIGURE PANTY – White – Long Leg

40-W	Petite	11.45		11.95		5.65	
41-W	Small	11.45		11.95		5.65	
42-W	Med	11.45		11.95		5.65	
43-W	Large	11.45		11.95		5.65	

FASHION FIGURE PANTY – Nude – Long Leg

40-N	Petite	12.45		12.95		6.10	
41-N	Small	12.45		12.95		6.10	
42-N	Med	12.45		12.95		6.10	
43-N	Large	12.45		12.95		6.10	

TOTALS SECTION ONE | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE

STYLE NO. 362 BLACK LACE

CUP	30	32	34	36	38	40	42	QTY	R.P.V EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B									14.45		14.95		7.00	
C									15.45		15.95		7.45	
CC									15.45		15.95		7.45	
D									16.45		16.95		7.90	
DD									16.45		16.95		7.90	
E									18.45		18.95		8.80	
EE									18.45		18.95		8.80	
F									20.45		20.95		9.70	
G									21.45		21.95		10.15	

STYLE NO. 45 SIESTA BRA – White Only

CUP	32/34	36	38	40/42				
B					7.45		7.95	3.85
C					8.45		8.95	4.30
D					8.45		8.95	4.30
F					9.45		9.95	4.75
F					9.45		9.95	4.75

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

NO.	SIZE						
601-W	Petite		18.45		18.95		8.80
602-W	Small		19.45		19.95		9.25
603-W	Med		19.45		19.95		9.25
604-W	Large		20.45		20.95		9.70
605-W	X Large		21.45		21.95		10.15
606-W	2X Lge		22.45		22.95		10.60
607-W	3X Lge		23.45		23.95		11.05
608-W	4X Lge		24.45		24.95		11.50
609-W	5X Lge		25.45		25.95		11.95
610-W	6X Lge		26.45		26.95		12.40

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

601-N	Petite		19.45		19.95		9.25
602-N	Small		20.45		20.95		9.70
603-N	Med		20.45		20.95		9.70
604-N	Large		21.45		21.95		10.15
605-N	X Large		22.45		22.95		10.60
606-N	2X Lge		23.45		23.95		11.05

FIGURE CONTROL PANTY GIRDLE – Black – Long Leg

601-B	Petite		20.45		20.95		9.70
602-B	Small		21.45		21.95		10.15
603-B	Med		21.45		21.95		10.15
604-B	Large		22.45		22.95		10.60
605-B	X Large		23.45		23.95		11.05
606-B	2X Lge		24.45		24.95		11.50

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

701-W	Petite		18.45		18.95		8.80
702-W	Small		19.45		19.95		9.25
703-W	Med		19.45		19.95		9.25
704-W	Large		20.45		20.95		9.70
705-W	X Large		21.45		21.95		10.15
706-W	2X Lge		22.45		22.95		10.60
707-W	3X Lge		23.45		23.95		11.05
708-W	4X Lge		24.45		24.95		11.50
709-W	5X Lge		25.45		25.95		11.95
710-W	6X Lge		26.45		26.95		12.40

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

701-N	Petite		19.45		19.95		9.25
702-N	Small		20.45		20.95		9.70
703-N	Med		20.45		20.95		9.70
704-N	Large		21.45		21.95		10.15
705-N	X Large		22.45		22.95		10.60
706-N	2X Lge		23.45		23.95		11.05

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

701-B	Petite		20.45		20.95		9.70
702-B	Small		21.45		21.95		10.15
703-B	Med		21.45		21.95		10.15
704-B	Large		22.45		22.95		10.60
705-B	X Large		23.45		23.95		11.05
706-B	2X Lge		24.45		24.95		11.50

TOTALS SECTION TWO | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removeable Cup Covers

CUP	30	32	34	36	38	40	QTY	R.P.V EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		8.80	
B								19.45		19.95		9.25	
C								19.45		19.95		9.25	
D								19.45		19.95		9.25	
E								20.45		20.95		9.70	
EE								20.45		20.95		9.70	
F								21.45		21.95		10.15	
G								21.45		21.95		10.15	

STYLE NO. 213 – White – Marquisette and Lace Rusching

CUP	30	32	34	36	38	40	QTY	R.P.V EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								23.45		23.95		11.05	
B								23.45		24.95		11.50	
C								24.45		24.95		11.50	
D								24.45		24.95		11.50	
E								25.45		25.95		11.95	
EE								25.45		25.95		11.95	
F								26.45		26.95		12.40	
G								26.45		26.95		12.40	

STYLE NO. 214 – White – Lace Rusching Under Cup – Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							26.45		26.95		12.40	
A							26.45		26.95		12.40	
B							27.45		27.95		12.85	
C							27.45		27.95		12.85	
D							27.45		27.95		12.85	
E							27.45		27.95		12.85	

STYLE NO. 314 – Black – Lace Rusching Under Cup – Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							28.45		28.95		13.30	
A							28.45		28.95		13.30	
B							29.45		29.95		13.75	
C							29.45		29.95		13.75	
D							29.45		29.95		13.75	
E							29.45		29.95		13.75	

TOTALS SECTION THREE | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for over-ride or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:
162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.
Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus Merchandise whether you have a party or not.

RPV of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT
X	262	34 EE	16.95	16.95
X	262	36-D	14.95	14.95

Bonus 2 TOTAL RETAIL 31.90
Less 60% Discount on Retail 19.14
NET AMOUNT 12.76
Calif. add 5% or 5½% on Total Retail
TOTAL Forward to Section at Right 12.76

STYLE NO. 162 COTTON

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B										1	9.45	9.45	9.95		4.75	4.75
C											10.45		10.95		5.20	
CC										1	10.45	10.45	10.95		5.20	5.20
D											11.45		11.95		5.65	
DD											11.45		11.95		5.65	
E											13.45		13.95		6.55	
EE										1	13.45	13.45	13.95		6.55	6.55
F											15.45		15.95		7.45	
G											16.45		16.95		7.90	
H											17.45		17.95		8.35	
I											18.45		18.95		8.80	
J											19.45		19.95		9.25	
K											20.45		20.95		9.70	
L											21.45		21.95		10.15	

STYLE NO. 262 WHITE LACE

CUP	30	32	34	36	38	40	42	44	46							
B											12.45		12.95		6.10	
C											13.45		13.95		6.55	
CC											13.45		13.95		6.55	
D											14.45		14.95		7.00	
DD										2	14.45	28.90	14.95		7.00	14.00
E										1	16.45	16.45	16.95		7.90	7.90
EE											16.45		16.95		7.90	
F										3	17.45	53.35	17.95		8.35	25.05
G											19.45		19.95		9.25	
H										1	20.45	20.45	20.95		9.70	9.70
I											21.45		21.95		10.15	
J											22.45		22.95		10.60	
K											23.45		23.95		11.05	
L											24.45		24.95		11.50	

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP	30	32	34	36												
A											7.45		7.95		3.85	
A											7.45		7.95		3.85	
B											8.45		8.95		4.30	
C											9.45		9.95		4.75	
CC											10.45		10.95		5.20	

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP	28	30	32	34	36											
A											10.45		10.95		5.20	
B											11.45		11.95		5.65	
C											12.45		12.95		6.10	
CC											13.45		13.95		6.55	13.15

TOTALS THIS SECTION 10 | TOTAL R.P.V. 151.50 | TOTAL RETAIL | TOTAL WHSLE 171.15
TOTALS SECTION ONE | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE
TOTALS SECTION TWO | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE
TOTALS SECTION THREE 12 | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE 4.31
TOTALS 10 10 | TOTAL R.P.V. 151.50 | TOTAL RETAIL | TOTAL WHSLE 12.15

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% where Applicable

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

COMPLETED BY YP
DATE 10-8-70

TOTAL FOR BONUS MERCHANDISE 12.76

An R.P.V. Notice must be sent to your Sponsor each time you order.

FOR SPECIAL DELIVERY [illegible] .75
AMOUNT ENCLOSED [illegible] 85.66

CHECK NO. 1170
DATE RECD 10/13
AMT. RECD

Signature [illegible]

Printed in U.S.A. 1970

HOW TO FOLD: 1. Fold order form from left to right 2. Fold bottom to top 3. Fold twice to fit #10 envelope

Postage Required to AIR MAIL orders to Home Office: One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms use separate envelopes

Prepared by
Jerome M. Steiner, Jr.
ATTORNEY-EXAMINER
Tel. No. 202-3493
EX-24

3

Symbra Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

DISTRICT MANAGER ORDER FORM

DATE 10-12-70
ORDER NO 2

DROP SHIP TO:
Elizabeth Morris
NAME
1038 Midway
ADDRESS
Oak Harbor Wash. 98277
CITY & STATE ZIP
KEY DISTRIBUTOR ☑

MINIMUM ORDER 5 ITEMS AT ONE TIME
Rosalie A. Worth 532-28-1253
NAME I.D. # (Social Security Number)
1466 [illegible] Rd
ADDRESS
Seattle Wash 98125
CITY & STATE ZIP
My Sponsor is Alvie Bäsnack

Begin each month with Order #1 and 7 Previous R.P.V.
My Previous R.P.V. 92.70
R.P.V. This Order 257.75
Total New R.P.V. 350.45

STYLE NO. 164 WHITE COTTON – Long Line – Regular Length

CUP	30	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
										15.45		15.95		8.22	
										15.45		15.95		8.22	
										16.45		16.95		8.72	
										16.45		16.95		8.72	
										18.45		18.95		9.72	
										19.45		19.95		10.22	
										20.45		20.95		10.72	

XL 30 EXTRA-LONG long line with 2" lip elastic 2.00

STYLE NO. 362 WHITE LACE – Long Line – Regular Length

CUP	30	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
										17.45		17.95		9.22	
										17.45		17.95		9.22	
										18.45	18.45	18.95		9.72	9.72
										18.45	18.45	18.95		9.72	9.72
										19.45		19.95		10.22	
										19.45		19.95		10.22	
										21.45		21.95		11.22	
										22.45		22.95		11.72	
										23.45		23.95		12.22	

XL 30 EXTRA-LONG long line with 2" lip elastic 2.00 14.01

STYLE NO. 362 BLACK LACE

CUP	30	32	34	36	38	40	42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B									14.45		14.95		7.72	
C									15.45		15.95		8.22	
CC									15.45		15.95		8.22	
D									16.45		16.95		8.72	
DD									16.45		16.95		8.72	
E									18.45		18.95		9.72	
EE									18.45		18.95		9.72	
F									20.45		20.95		10.72	
G									21.45		21.95		11.22	

STYLE NO. [illegible] EXTRA – [illegible] Only

CUP														
B										7.45		7.95		4.22
C										8.45		8.95		4.72
D										8.45		8.95		4.72
E										9.45		9.95		5.22
F										9.45		9.95		5.22

FIGURE CONTROL PANTY GIRDLE – Nude – Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-N	Petite		16.45		16.95		8.72	
602-N	Small		17.45		17.95		9.22	
603-N	Med		17.45		17.95		9.22	
604-N	Large		18.45		18.95		9.72	
605-N	XLge		19.45		19.95		10.22	

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

701-N	Petite		17.45		17.95		9.22	
702-N	Small		18.45		18.95		9.72	
703-N	Med		18.45		18.95		9.72	
704-N	Large		19.45		19.95		10.22	
705-N	XLge		20.45		20.95		10.72	

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

601-B	Petite		16.45		16.95		8.72	
602-B	Small		17.45		17.95		9.22	
603-B	Med		17.45		17.95		9.22	
604-B	Large		18.45		18.95		9.72	
605-B	XLge		19.45		19.95		10.22	
606-B	2XLge		20.45		20.95		10.72	

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

701-W	Petite		9.45	9.95			5.22	
702-W	Small		9.45	9.95			5.22	
703-W	Med		9.45	9.95			5.22	
704-W	Large		9.45	9.95			5.22	

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

701-N	Petite		10.45	10.95			5.72	
702-N	Small		10.45	10.95			5.72	
703-N	Med		10.45	10.95			5.72	
704-N	Large		10.45	10.95			5.72	

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

701-W	Petite		10.45	10.95			5.72	
702-W	Small		10.45	10.95			5.72	
703-W	Med		10.45	10.95			5.72	
704-W	Large		10.45	10.95			5.72	

FIGURE CONTROL PANTY – Nude – Mid Leg

			11.45	11.95			6.22	
			11.45	11.95			6.22	
			11.45	11.95			6.22	

FIGURE CONTROL PANTY – [illegible] – Mid Leg

			11.45	11.95			6.22	
			11.45	11.95			6.22	
			11.45	11.95			6.22	

FIGURE CONTROL PANTY – Nude – Long Leg

601-N	Petite		18.45	18.95			9.72	
602-N	Small		19.45	19.95			10.22	
603-N	Med		19.45	19.95			10.22	
604-N	Large		20.45	20.95			10.72	
605-N	XLge		21.45	21.95			11.22	11.22
606-N	2XLge		22.45	22.95			11.72	

FIGURE CONTROL PANTY GIRDLE – Black – Long Leg

601-B	Petite		19.45	19.95			10.22	
602-B	Small		20.45	20.95			10.72	
603-B	Med		21.45	21.95			11.22	
604-B	Large		22.45	22.95			11.72	
605-B	XLge		23.45	23.95			12.22	
606-B	2XLge		24.45	24.95			12.72	

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

701-W	Petite		18.45	18.95			9.72	
702-W	Small		19.45	19.95			10.22	
703-W	Med		19.45	19.95			10.22	
704-W	Large		20.45	20.95			10.72	
705-W	XLge		21.45	21.95			11.22	11.22
706-W	2XLge		22.45	22.95			11.72	
707-W	XXLge		23.45	23.95			12.22	
708-W	XXXLge		24.45	24.95			12.72	
709-W	XXXXLge		25.45	25.95			13.22	
710-W	XXXXXLge		26.45	26.95			13.72	

FIGURE CONTROL PANTY – Nude – Mid Leg

701-N	Petite		19.45	19.95			10.22	
702-N	Small		20.45	20.95			10.72	
703-N	Med		20.45	20.95			10.72	
704-N	Large		21.45	21.95			11.22	
705-N	XLge		22.45	22.95			11.72	
706-N	2XLge		23.45	23.95			12.22	

FIGURE CONTROL PANTY GIRDLE – [illegible] – Mid Leg

701-B	Petite		20.45	20.95			10.72	
702-B	Small		21.45	21.95			11.22	
703-B	Med		21.45	21.95			11.22	
704-B	Large		22.45	22.95			11.72	
705-B	XLge		23.45	23.95			12.22	
706-B	2XLge		24.45	24.95			12.72	

TOTALS SECTION [illegible] TOTAL R.P.V. TOTAL RETAIL TOTAL WHSLE

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removeable Cup Covers

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		9.7	
B							1	19.45	19.45	19.95		10.2	10.22
C							1	19.45	19.45	19.95		10.2	10.22
D								19.45		19.95		10.2	
E								20.45		20.95		10.72	
EE								20.45		20.95		10.72	
F								21.45		21.95		11.22	
G								21.45		21.95		11.22	

STYLE NO. 213 – White – Marquisette and Lace Ruching

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
								23.45		23.95		12.22	
B								24.45		24.95		12.7	
C								24.45		24.95		12.72	
D								24.45		24.95		12.72	
E								25.45		25.95		13.22	
EE								25.45		25.95		13.22	
F								25.45		25.95		13.22	
G								26.45		26.95		13.72	

STYLE NO. 214 – White – Lace Ruching Under Cup – Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							26.45		26.95		13.7	
A							26.45		26.95		13.7	
B							27.45		27.95		14.22	
C						1	27.45	27.45	27.95		14.22	14.22
D							27.45		27.95		14.22	
E							27.45		27.95		14.22	

STYLE NO. 314 – Black – Lace Ruching Under Cup – Removable Lace Cup Cover

CUP	30	32	34	36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA						28.45		28.95		14.7	
A						28.45		28.95		14.7	
B						29.45		29.95		15.2	
C						29.45		29.95		15.22	
D						29.45		29.95		15.22	
E						29.45		29.95		15.22	

TOTALS SECTION THREE 3 3 TOTAL R.P.V. 66.35 TOTAL RETAIL TOTAL WHSLE 34.26

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. NO R.P.V. credit for override or maintenance qualifications is allowed on Bonus merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as [illegible] Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and [illegible] the 60% Bonus Merchandise whether you have a party or not.

R.P.V. of Regular Order	Number of Garments	Qty.	Style	Size	Retail Price
		X	212	34C	
		X	3 111	32C	
$ 75	1 at 60% Discount				
$ [illegible]	2 at 60% Discount				
$ [illegible]	3 at 60% Discount				
$350	4 at 60% Discount				
$500	5 at 60% Discount				

The 60% discount is based on the Retail Price. TOTAL RETAIL Discount on Retail NET AMOUNT Calif. Sales Tax TOTAL

TOTAL Forward to Section E [illegible]

STYLE NO. 162 COTTON

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B											9.45		9.95		5.22	
C											10.45		10.95		5.72	
CC											10.45		10.95		5.72	
D											11.45		11.95		6.22	
DD											11.45		11.95		6.22	
E											13.45		13.95		7.22	
EE											13.45		13.95		7.22	
F											15.45		15.95		8.22	
G											16.45		16.95		8.72	
H											17.45		17.95		9.22	
I											18.45		18.95		9.72	
J											19.45		19.95		10.22	
K											20.45		20.95		10.72	
L											21.45		21.95		11.22	

STYLE NO. 262 WHITE LACE

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B											12.45		12.95		6.72	
C											13.45	13.45	13.95		7.22	7.22
CC											13.45		13.95		7.22	
D											14.45		14.95		7.72	
DD											14.45		14.95		7.72	
E										1	16.45	16.45	16.95		8.72	8.72
EE										1	16.45	16.45	16.95		8.72	8.72
F											17.45		17.95		9.22	
G											19.45		19.95		10.22	
H											20.45		20.95		10.72	
I											21.45		21.95		11.22	
J											22.45		22.95		11.72	
K											23.45		23.95		12.22	
L											24.45		24.95		12.72	

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP	30	32	34	36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
						7.45		7.95		4.22	
A						7.45		7.95		4.22	
B						8.45		8.95		4.72	
C						9.45		9.9		[illegible]	
CC						10		10.9		[illegible]	

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP	28	30	32	34	36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A							10.45		10.9		5.22	
B							[illegible]		[illegible]		6.22	
C							12.45		[illegible]		6.72	
CC						2	13.45	26.90	13		[illegible]	14.44

TOTALS THIS SECTION 2 8 TOTAL R.P.V. 111 TOTAL RETAIL TOTAL WHSLE 59.2

TOTALS SECTION ONE 2 2 TOTAL R.P.V. [illegible] TOTAL RETAIL TOTAL WHSLE

TOTALS SECTION TWO 1 2 TOTAL R.P.V. [illegible] TOTAL RETAIL TOTAL WHSLE 22.

TOTALS SECTION THREE 3 3 TOTAL R.P.V. [illegible] TOTAL RETAIL TOTAL WHSLE 34.1

TOTALS [illegible] TOTAL R.P.V. [illegible] TOTAL RETAIL TOTAL WHSLE

Customer's check [illegible] Calif. Sales Tax Based on Retail Value (Resale) Sales Tax Applicable

Order will prevent delay in shipment. Order will not be processed until [illegible] cleared. You will be established with the Company

TOTAL FOR THIS MERCHANDISE

All R.P.V. Notice must be sent to Sponsor each time you order

SPECIAL DELIVERY Add 75¢

Sponsor Exhibit E
Date 10/15/70 642
By Jerome M. Stayer, Jr.
ATTORNEY-EXAMINER

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Sym·bi·o·sis
Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

DISTRICT MANAGER ORDER FORM

DATE 10-1-70
ORDER NO. 1

DROP SHIP TO:
NAME Pretty Fashions
ADDRESS Jacksonville Shopping Center
CITY & STATE Jacksonville, FL ZIP 32246
KEY DISTRIBUTOR ☑

MINIMUM ORDER 5 ITEMS AT ONE TIME
NAME Alaka Fashions
I.D. # (Social Security Number)
ADDRESS 3264 Hendricks Ave
CITY & STATE Jacksonville, FL ZIP 32211
My Sponsor is Stella Bryan

Begin each month with Order #1 and 0 Previous R.P.V.
My Previous R.P.V. 23355 29965
R.P.V. This Order 30405
Total New R.P.V. 30405

STYLE NO. 164 — COTTON — Long Line — Regular Length

CUP	32	34	36	38	40	42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D								15.45		15.95		8.22	
DD								15.45		15.95		8.22	
E								16.45		16.95		8.72	
EE								16.45		16.95		8.72	
F								18.45		18.95		9.72	
G								19.45		19.95		10.22	
H								20.45		20.95		10.72	
Write in XL for EXTRA LONG long-line with 2" hip elastic												2.00	

STYLE NO. 262 WHITE LACE — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C									17.45		17.95		9.22	
CC									17.45		17.95		9.22	
D									18.45		18.95		9.72	
DD									18.45		18.95		9.72	
E									19.45		19.95		10.22	
EE									19.45		19.95		10.22	
F									21.45		21.95		11.22	
G									22.95		22.95		11.72	
H									23.45		23.95		12.22	
Write in XL for EXTRA LONG long-line with 2" hip elastic													2.00	

STYLE NO. 362 BLACK LACE

CUP	30	32	34	36	38	40	42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B									14.45		14.95		7.72	
C									15.45		15.95		8.22	
CC									15.45		15.95		8.22	
D									16.45		16.95		8.72	
DD									16.45		16.95		8.72	
E									18.45		18.95		9.72	
EE									18.45		18.95		9.72	
F									20.45		20.95		10.72	
G									21.45		21.95		11.22	

STYLE NO. 45 SUSTA-FIRM — White Only

CUP								QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B	X							1	7.45	7.45	7.95	7.95	4.22	4.22
C									8.45		8.95		4.72	
D									8.45		8.95		4.72	
E									9.45		9.95		5.22	
F									9.45		9.95		5.22	

FIGURE CONTROL PANTY GIRDLE — White — Long Leg

NO.	Size	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-W	Petite		18.45		18.95		10.22	
602-W	Small		19.45		19.95		10.72	
603-W	Med		19.45		19.95		10.72	
604-W	Large		20.45		20.95		11.22	
605-W	X Large		21.45		21.95		11.22	
606-W	2X Lge		22.45		22.95		12.22	
607-W	3X Lge		23.45		23.95		12.22	
608-W	4X Lge		24.45		24.95		12.72	
609-W	5X Lge		25.45		25.95		13.22	
610-W	6X Lge		26.45		26.95		13.72	

FIGURE CONTROL PANTY GIRDLE — Nude — Long Leg

NO.	Size	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-N	Petite		19.45		19.95		10.22	
602-N	Small		20.45		20.95		10.72	
603-N	Med		20.45		20.95		10.72	
604-N	Large		21.45		21.95		11.22	
605-N	X Large		22.45		22.95		11.72	
606-N	2X Lge		23.45		23.95		12.22	

FIGURE CONTROL PANTY GIRDLE — Black — Long Leg

NO.	Size	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-B	Petite		20.45		20.95		10.72	
602-B	Small		21.45		21.95		11.22	
603-B	Med		21.45		21.95		11.22	
604-B	Large		22.45		22.95		11.72	
605-B	X Large		23.45		23.95		12.22	
606-B	2X Lge		23.45		23.95		12.22	

FIGURE CONTROL PANTY GIRDLE — White — Mid Leg

NO.	Size	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
701-W	Petite		18.45		18.95		9.72	
702-W	Small		19.45		19.95		10.22	
703-W	Med		19.45		19.95		10.22	
704-W	Large	1	20.45	20.45	20.95	20.95	10.72	10.72
705-W	X Large		21.45		21.95		11.22	
706-W	2X Lge		22.45		22.95		11.72	
707-W	3X Lge		23.45		23.95		12.22	
708-W	4X Lge		24.45		24.95		12.72	
709-W	5X Lge		25.45		25.95		13.22	
710-W	6X Lge		26.45		26.95		13.72	

FIGURE CONTROL PANTY GIRDLE — Nude — Mid Leg

NO.	Size	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
701-N	Petite		19.45		19.95		10.22	
702-N	Small		20.45		20.95		10.72	
703-N	Med		20.45		20.95		10.72	
704-N	Large		21.45		21.95		11.22	
705-N	X Large		22.45		22.95		11.72	
706-N	2X Lge		23.45		23.95		12.22	

FIGURE CONTROL PANTY GIRDLE — Black — Mid Leg

NO.	Size	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
701-B	Petite		20.45		20.95		10.72	
702-B	Small		21.45		21.95		11.22	
703-B	Med		21.45		21.95		11.22	
704-B	Large		22.45		22.95		11.72	
705-B	X Large		23.45		23.95		12.22	
706-B	2X Lge		23.45		23.95		12.22	

FASHION FIGURE PANTY — White — Mid Leg

NO.	Size	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
20-W	Petite		9.95		9.95		5.22	
21-W	Small		9.95		9.95		5.22	
22-W	Med		9.95		9.95		5.22	
23-W	Large		9.95		9.95		5.22	

FASHION FIGURE — Nude — Mid Leg

NO.	Size	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
20-N	Petite		10.45		10.95		5.72	
21-N	Small		10.45		10.95		5.72	
22-N	Med		10.45		10.95		5.72	
23-N	Large		10.45		10.95		5.72	

STYLE NO. 212 — White — All Nylon Lace - Velcro Attached - Partially Removeable Cup Covers

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		9.72	
B								19.45		19.95		10.22	
C								19.45		19.95		10.22	
D		X					1	19.45	1945	19.95		10.22	1022
E								20.45		20.95		10.72	
EE								20.45		20.95		10.72	
F								21.45		21.95		11.22	
G								21.45		21.95		11.22	

STYLE NO. 213 — White — Marquisette and Lace Ruffle

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								23.45		23.95		12.22	
B								24.45		24.95		12.72	
C								24.45		24.95		12.72	
D								24.45		24.95		12.72	
E								25.45		25.95		13.22	
EE								25.45		25.95		13.22	
F								26.45		26.95		13.72	

STYLE NO. 214 — White — Lace Ruffle Under Cup - Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A							26.45		26.95		13.72	
B		X				1	27.45	27.45	27.95		14.22	14.22
D							27.45		27.95		14.22	
L							27.45		27.95		14.22	

STYLE NO. 314 — Black — Lace Ruffle Under Cup - Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
							28.45		28.95		14.72	
							28.45		28.95		14.72	
							29.45		29.95		15.22	
							29.45		29.95		15.22	
							29.45		29.95		15.22	

STYLE NO. 162 COTTON

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B											9.45		9.95		5.22	
C											10.45		10.95		5.72	
CC											10.45		10.95		5.72	
D											11.45		11.95		6.22	
DD											11.45		11.95		6.22	
E											13.45		13.95		7.22	
EE											13.45		13.95		7.27	
F											15.45		15.95		8.22	
G											16.45		16.95		8.72	
H											17.45		17.95		9.22	
I											18.45		18.95		9.72	
J											19.45		19.95		10.22	
K											20.45		20.95		10.72	
L											21.4		21.95		11.22	

STYLE NO. 262 WHITE LACE

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B											12.45		12.95		6.72	
C											13.45		13.95		7.22	
CC											13.45		13.95		7.22	
D		X								1	14.45	14.45	14.95		7.72	
DD		X									14.45		14.95		7.72	
E		X		X						2	16.45	32.90	16.95		8.72	17.44
EE			X		X					2	16.45	32.90	16.95		8.72	17.44
F		X	X							2	17.45	34.90	17.95		9.22	18.44
G			X							1	19.45	19.45	19.95		10.22	10.22
H			X							2	20.45	40.90	20.95		10.72	21.44
I				X						1	21.45	21.45	21.95		11.22	11.22
J											22.45		22.95		11.72	
K											23.45		23.95		12.22	
L										1	24.45	24.45	24.95		12.72	12.72

STYLE NO. 103 COTTON BANDEAU — Center Divide

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A											6.95		7.45		3.72	
B											7.45		7.95		4.22	
C											8.45		8.95		4.72	
CC											9.45		9.95		5.22	
D											10.45		10.95		5.72	

STYLE NO. 203 WHITE LACE BANDEAU — Center Divide

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A											10.45		10.95		5.72	
B											11.45		11.95		6.22	
C											12.45		12.95		6.77	
CC											13.45		13.95		7.22	

TOTALS THIS SECTION 13 13 — TOTAL R.P.V. 2227 — TOTAL RETAIL — TOTAL WHSLE 1514

TOTALS SECTION ONE — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

TOTALS SECTION TWO — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

TOTALS SECTION THREE 2 — TOTAL R.P.V. 4658 — TOTAL RETAIL — TOTAL WHSLE 3144 ✓

COMPLETED BY SS
DATE 10-5-70 17-5

BONUS MERCHANDISE — SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for overide or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and calculate the 60% Bonus Merchandise whether you have a party or not.

R.P.V. of Regular Order	Number of Garments
$75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	PRODUCT
X1	262	34B		
X1	262	34C		
X1	262	34D		

TOTAL RETAIL
Less 60% Discount
NET
Cal.: add 5% or 5½% on 3
TOTAL Forward to Section of Bo

Cash and Sales Tax Exempt — Retail Value (less) 5½% where Applicable

SEAL FOR BONUS MERCHANDISE

An R.P.V. Notice must be sent to your Sponsor each time you order.

TO SPECIAL DELIVERY ADDRESS

Simonton EXHIBIT F 1837
DATED 10/15 1970
BY Jerome M. Steiner Jr.
ATTORNEY-EXAMINER

644

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

Symbra Ette

SUPERVISOR ORDER FORM

DATE Oct 1, 1970
ORDER NO. /

DROP SHIP TO:
NAME Linda Hodge 38-24-38
ADDRESS 43 Goldenthal Ct. Apt 29
CITY & STATE Hamilton, Ohio 45011 ZIP
KEY DISTRIBUTOR [Y]

MINIMUM ORDER 5 ITEMS AT ONE TIME
NAME Pauline Pietro 216-36-4111 I.D. # (Social Security Number)
ADDRESS [redacted]
CITY & STATE [redacted] ZIP
My Sponsor is Mary Honeycutt

Begin each month with Order #1 and 0 Previous R.P.V.
My Previous R.P.V. 0
R.P.V. This Order 219.75
Total New R.P.V. 219.75

STYLE NO. 164 WHITE COTTON — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B									15.45		15.95		9.00	
C									15.45		15.95		9.00	
E									16.45		16.95		9.55	
EE									16.45		16.95		9.55	
F									18.45		18.95		10.65	
G									19.45		19.95		11.20	
H									20.45		20.95		11.75	
Write in XL for EXTRA-LONG long-line with 2" lip elastic													2.00	

STYLE NO. 264 WHITE LACE — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C									17.45		17.95		10.10	
CC									17.45		17.95		10.10	
D									18.45		18.95		10.65	
DD			X					/	18.45	18.45	18.95		10.65	10.65
E									19.45		19.95		11.20	
EE									19.45		19.95		11.20	
F									21.45		21.95		12.30	
G									22.45		22.95		12.85	
H									23.45		23.95		13.40	
Write in XL for EXTRA-LONG long-line with 2" lip elastic													2.00	

STYLE NO. 364 BLACK LACE — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D									20.45		20.95		11.75	
DD									20.45		20.95		11.75	
E									21.45		21.95		12.30	
EE									21.45		21.95		12.30	
F									23.45		23.95		13.40	
G									24.45		24.95		13.95	
H									25.45		25.95		14.50	
Write in XL for EXTRA-LONG long-line with 2" lip elastic													2.00	

FIGURE CONTROL PANTY GIRDLE — White — Mini Leg

NO.	SIZE	QTY	R.P.V EACH	R.P.V TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		9.55	
402-W	Small		17.45		17.95		10.10	
403-W	Med		17.45		17.95		10.10	
404-W	Large		18.45		18.95		10.65	
405-W	X Large		19.45		19.95		11.20	

FIGURE CONTROL PANTY GIRDLE — Nude — Mini Leg

4	Petite		17.45		17.95		10.10
402-N	Small		18.45		18.95		10.65
403-N	Med		18.45		18.95		10.65
404-N	Large		19.45		19.95		11.20
405-N	X Large		20.45		20.95		11.75

FIGURE CONTROL PANTY GIRDLE — Black — Mini Leg

401-B	Petite		18.45		18.95		10.65
402-B	Small		19.45		19.95		11.20
403-B	Med		19.45		19.95		11.20
404-B	Large		20.45		20.95		11.75

FASHION FIGURE PANTY — White — Mini Leg

20-W	Petite		9.45		9.95		5.70
21-W	Small		9.45		9.95		5.70
22-W	Med		9.45		9.95		5.70
23-W	Large		9.45		9.95		5.70

FASHION FIGURE PANTY — Nude — Mini Leg

20-N	Petite		10.45		10.95		6.25
21-N	Small		10.45		10.95		6.25
22-N	Med		10.45		10.95		6.25
23-N	Large		10.45		10.95		6.25

FASHION FIGURE PANTY — White — Mid Leg

30-W	Petite		10.45		10.95		6.25
31-W	Small		10.45		10.95		6.25
32-W	Med		10.45		10.95		6.25
33-W	Large		10.45		10.95		6.25

FASHION FIGURE PANTY — Nude — Mid Leg

30-N	Petite		11.45		11.95		6.80
31-N	Small		11.45		11.95		6.80
32-N	Med		11.45		11.95		6.80
33-N	Large		11.45		11.95		6.80

FASHION FIGURE PANTY — White — Long Leg

40-W	Petite		11.45		11.95		6.80
41-W	Small		11.45		11.95		6.80
42-W	Med		11.45		11.95		6.80
43-W	Large		11.45		11.95		6.80

FASHION FIGURE PANTY — Nude — Long Leg

40-N	Petite		12.45		12.95		7.35
41-N	Small		12.45		12.95		7.35
42-N	Med		12.45		12.95		7.35
43-N	Large		12.45		12.95		7.35
TOTALS SECTION ONE			TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE

STYLE NO. 362 BLACK LACE

CUP	30	32	34	36	38	40	42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B									14.45		14.95		8.45	
C									15.45		15.95		9.00	
CC									15.45		15.95		9.00	
D									16.45		16.95		9.55	
DD									16.45		16.95		9.55	
E									18.45		18.95		10.65	
EE									18.45		18.95		10.65	
F									20.45		20.95		11.75	
G									21.45		21.95		12.30	

STYLE NO. 45 SIESTA BRA — White Only

CUP	32/34	36 38	40/42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B					7.45		7.95		4.60	
C	X			/	8.45	8.45	8.95		5.15	5.15
D					8.45		8.95		5.15	
E					9.45		9.95		5.70	
F					9.45		9.95		5.70	

FIGURE CONTROL PANTY GIRDLE — White — Long Leg

NO.	SIZE	QTY	R.P.V EACH	R.P.V TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-W	Petite		18.45		18.95		10.65	
602-W	Small		19.45		19.95		11.20	
603-W	Med		19.45		19.95		11.20	
604-W	Large		20.45		20.95		11.75	
605-W	X Large		21.45		21.95		12.30	
606-W	2X Lge		22.45		22.95		12.85	
607-W	3X Lge		23.45		23.95		13.40	
608-W	4X Lge		24.45		24.95		13.95	
609-W	5X Lge		25.45		25.95		14.50	
610-W	6X Lge		26.45		26.95		15.05	

FIGURE CONTROL PANTY GIRDLE — Nude — Long Leg

601-N	Petite		19.45		19.95		11.20
602-N	Small		20.45		20.95		11.75
603-N	Med		20.45		20.95		11.75
604-N	Large		21.45		21.95		12.30
605-N	X Large		22.45		22.95		12.85
606-N	2X Lge		23.45		23.95		13.40

FIGURE CONTROL PANTY GIRDLE — Black — Long Leg

601-B	Petite		20.45		20.95		11.75
602-B	Small		21.45		21.95		12.30
603-B	Med		21.45		21.95		12.30
604-B	Large		22.45		22.95		12.85
605-B	X Large		23.45		23.95		13.40
606-B	2X Lge		24.45		24.95		13.95

FIGURE CONTROL PANTY GIRDLE — White — Mid Leg

701-W	Petite		18.45		18.95		10.65
702-W	Small		19.45		19.95		11.20
703-W	Med		19.45		19.95		11.20
704-W	Large		20.45		20.95		11.75
705-W	X Large		21.45		21.95		12.30
706-W	2X Lge		22.45		22.95		12.85
707-W	3X Lge		23.45		23.95		13.40
708-W	4X Lge		24.45		24.95		13.95
709-W	5X Lge		25.45		25.95		14.50
710-W	6X Lge		26.45		26.95		15.05

FIGURE CONTROL PANTY GIRDLE — Nude — Mid Leg

701-N	Petite		19.45		19.95		11.20
702-N	Small		20.45		20.95		11.75
703-N	Med		20.45		20.95		11.75
704-N	Large		21.45		21.95		12.30
705-N	X Large		22.45		22.95		12.85
706-N	2X Lge		23.45		23.95		13.40

FIGURE CONTROL PANTY GIRDLE — Black — Mid Leg

701-B	Petite		20.45		20.95		11.75
702-B	Small		21.45		21.95		12.30
703-B	Med		21.45		21.95		12.30
704-B	Large		22.45		22.95		12.85
705-B	X Large		23.45		23.95		13.40
706-B	2X Lge		24.45		24.95		13.95
TOTALS SECTION TWO			TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE

STYLE NO. 212 — White — All Nylon Lace - Velcro Attached - Partially Removeable Cup Covers

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		10.65	
B								19.45		19.95		11.20	
C								19.45		19.95		11.20	
D								19.45		19.95		11.20	
E								20.45		20.95		11.75	
EE								20.45		20.95		11.75	
F								21.45		21.95		12.30	
G								21.45		21.95		12.30	

STYLE NO. 213 — White — Marquisette and Lace Ruschings

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								23.45		23.95		13.40	
B								24.45		24.95		13.95	
C								24.45		24.95		13.95	
D								24.45		24.95		13.95	
E								25.45		25.95		14.50	
EE								25.45		25.95		14.50	
F								26.45		26.95		15.05	
G								26.45		26.95		15.05	

STYLE NO. 214 — White — Lace Ruching Under Cup - Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							26.45		26.95		15.05	
A							26.45		26.95		15.05	
B							27.45		27.95		15.60	
C							27.45		27.95		15.60	
D							27.45		27.95		15.60	
E							27.45		27.95		15.60	

STYLE NO. 314 — Black — Lace Ruching Under Cup - Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							28.45		28.95		16.15	
A							28.45		28.95		16.15	
B							29.45		29.95		16.70	
C							29.45		29.95		16.70	
D							29.45		29.95		16.70	
E							29.45		29.95		16.70	
TOTALS SECTION THREE							TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE	

BONUS MERCHANDISE — SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for over-ride or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant sees fit, such as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it is up to the Consultant's own judgement whether to give the requested merchandise.

You may give merchandise other than that on the schedule with each order and accumulate the 60% Bonus Merchandise whether you have a party or not.

COMPLETED BY [redacted] 10-5-70

RPV of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT
X	162	34B	13.95	13.95
X	162	38C	14.95	14.95

TOTAL RETAIL
Less 60% Discount on Retail
NET AMOUNT
Calif. add 5% or 5½% on Total Retail
TOTAL Forward to Section at Right

STYLE NO. 162 COTTON

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B											9.35		9.95		5.70	
C											10.45		10.95		6.25	
CC											10.45		10.95		6.25	
D											11.45		11.95		6.80	
DD										/	11.45	11.45	11.95		6.80	6.80
E											13.45		13.95		7.90	
EE											13.45		13.95		7.90	
F											15.45		15.95		9.00	
G											16.45		16.95		9.55	
H											17.45		17.95		10.10	
I											18.45		18.95		10.65	
J											19.45		19.95		11.20	
K											20.45		20.95		11.75	
L											21.45		21.95		12.30	

STYLE NO. 262 WHITE LACE

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B										/	12.45	12.45	12.95		7.35	7.35
C										/	13.45	13.45	13.95		7.90	7.90
CC										4	13.45	53.80	13.95		7.90	31.60
D											14.45		14.95		8.45	
DD										2	14.45	28.90	14.95		8.45	16.90
E										/	16.45	16.45	16.95		9.55	9.55
EE											16.45		16.95		9.55	
F										/	17.45	17.45	17.95		10.10	10.10
G										2	19.45	38.90	19.95		11.20	22.40
H											20.45		20.95		11.75	
I											21.45		21.95		12.30	
J											22.45		22.95		12.85	
K											23.45		23.95		13.40	
L											24.45		24.95		13.95	

STYLE NO. 103 COTTON BANDEAU — Center Division

CUP	28	30	32	34	36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							7.45		7.95		4.60	
A							7.45		7.95		4.60	
B							8.45		8.95		5.15	
C							9.45		9.95		5.70	
CC							10.45		10.95		6.25	

STYLE NO. 203 WHITE LACE BANDEAU — Center Division

CUP	28	30	32	34	36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A							10.45		10.95		6.25	
B							11.45		11.95		6.80	
C							12.45		12.95		7.35	
CC							13.45		13.95		7.90	

TOTALS THIS SECTION	12 / 180 / 13	TOTAL R.P.V.	1.35	TOTAL RETAIL	TOTAL WHSLE 112.60
TOTALS SECTION ONE	1 /	TOTAL R.P.V.	15.45	TOTAL RETAIL	TOTAL WHSLE 4.65
TOTALS SECTION TWO	1 /	TOTAL R.P.V.	1.35	TOTAL RETAIL	TOTAL WHSLE .75
TOTALS SECTION THREE		TOTAL R.P.V.	[illegible]	TOTAL RETAIL	TOTAL WHSLE
TOTALS 14-180 15		TOTAL R.P.V.	[illegible]	TOTAL RETAIL	TOTAL WHSLE 132.76

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. add 5% Sales Tax Based on Retail Value 5½% Where Applicable

Bonus Gym 13.95
Heart 13.95
Sequins 13.95
TOTAL FOR BONUS MERCHANDISE

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED 142.76

CHECK NO. [redacted] DATE RCVD [redacted] AMT. RECEIVED [redacted]

All MAIL orders to Home Office. One order form per envelope 10¢ • For more order forms, use separate envelopes.

646 BY Jerome M. Steiger, Jr. ATTORNEY-EXAMINER

CX-27

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Symbra Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

SUPERVISOR ORDER FORM

DATE Oct. 6, 197[illegible]

ORDER NO. 1

DROP SHIP TO:

NAME Jessie S. Sims

ADDRESS 220 Rose Circle

CITY & STATE Warner Bridge, GA ZIP 31717

KEY DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME Jessie S. Sims I.D. # (Social Security Number) 378-20-6604

ADDRESS 220 Rose Circle

CITY & STATE Warner Bridge, GA ZIP 31717

My Sponsor is Mary Harvey 0671

Begin each month with Order #1 and 0 Previous R.P.V.

My Previous R.P.V. 0

R.P.V. This Order 52.35

Total New R.P.V. 52.35

STYLE NO. 264 WHITE LACE — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B										16.45		16.95		8.72	
C										17.45		17.95		9.22	
CC										17.45		17.95		9.22	
D										18.45		18.95		9.72	
DD										18.45		18.95		9.72	
E										19.45		19.95		10.22	
EE										19.45		19.95		10.22	
F										21.45		21.95		11.22	
G										22.45		22.95		11.72	

Write in XL for EXTRA-LONG long-line with 2" lip elastic — 2.00

STYLE NO. 362 BLACK LACE

CUP	30	32	34	36	38	40	42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B									14.45		14.95		7.72	
C									15.45		15.95		8.22	
CC									15.45		15.95		8.22	
D									16.45		16.95		8.72	
DD									16.45		16.95		8.72	
E									18.45		18.95		9.72	
EE									18.45		18.95		9.72	
F									20.45		20.95		10.72	
G									21.45		21.95		11.22	

STYLE NO. 45 SIESTA BRA — White Only

CUP	32	34	36	38	40	42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B								7.45		7.95		4.22	
C								8.45		8.95		4.72	
D								8.45		8.95		4.72	
E								9.45		9.95		5.22	
F								9.45		9.95		5.22	

FIGURE CONTROL PANTY GIRDLE — White — Long Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-W	Petite		18.45		18.95		9.72	
602-W	Small		19.45		19.95		10.22	
603-W	Med		19.45		19.95		10.22	
604-W	Large		20.45		20.95		10.72	
605-W	X Large		21.45		21.95		11.22	
606-W	2X Lge		22.45		22.95		11.72	
607-W	3X Lge		23.45		23.95		12.22	
608-W	4X Lge		24.45		24.95		12.72	
609-W	5X Lge		25.45		25.95		13.22	
610-W	6X Lge		26.45		26.95		13.72	

FIGURE CONTROL PANTY GIRDLE — Nude — Long Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-N	Petite		19.45		19.95		10.22	
602-N	Small		20.45		20.95		10.72	
603-N	Med		20.45		20.95		10.72	
604-N	Large		21.45		21.95		11.22	
605-N	X Lge		22.45		22.95		11.72	
606-N	2X Lge		23.45		23.95		12.22	

FIGURE CONTROL PANTY GIRDLE — Black — Long Leg

601-B	Petite		20.45		20.95		10.72	
602-B	Small		21.45		21.95		11.22	
603-B	Med		21.45		21.95		11.22	
604-B	Large		22.45		22.95		11.72	
605-B	X Large		23.45		23.95		12.22	
606-B	2X Lge		24.45		24.95		12.72	

FIGURE CONTROL PANTY GIRDLE — White — Mid Leg

701-W	Petite		18.45		18.95		9.72	
702-W	Small		19.45		19.95		10.22	
703-W	Med		19.45		19.95		10.22	
704-W	Large		20.45		20.95		10.72	
705-W	X Large		21.45		21.95		11.22	
706-W	2X Lge		22.45		22.95		11.72	
707-W	3X Lge		23.45		23.95		12.22	
708-W	4X Lge		24.45		24.95		12.72	
709-W	5X Lge		25.45		25.95		13.22	
710-W	6X Lge		26.45		26.95		13.72	

FIGURE CONTROL PANTY GIRDLE — Nude — Mid Leg

701-N	Petite		19.45		19.95		10.22	
702-N	Small		20.45		20.95		10.72	
703-N	Med		20.45		20.95		10.72	
704-N	Large		21.45		21.95		11.22	
705-N	X Large		22.45		22.95		11.72	
706-N	2X Lge		23.45		23.95		12.22	

FIGURE CONTROL PANTY GIRDLE — Black — Mid Leg

701-B	Petite		20.45		20.95		10.72	
702-B	Small		21.45		21.95		11.22	
703-B	Med		21.45		21.95		11.22	
704-B	Large		22.45		22.95		11.72	
705-B	X Large		23.45		23.95		12.22	
706-B	2X Lge		24.45		24.95		12.72	

TOTALS SECTION TWO — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

FIGURE CONTROL PANTY GIRDLE with ZIPPER — WHITE

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
501-W	Petite		16.45		16.95		8.72	
502-W	Small		17.45		17.95		9.22	
503-W	Medium		18.45		18.95		9.72	
504-W	X Large		19.45		19.95		10.22	
505-W	2X Lge		20.45		20.95		10.72	
506-W	3X Lge		21.45		21.95		11.22	
507-W	4X Lge		22.45		22.95		11.72	
508-W	5X Lge		23.45		23.95		12.22	
509-W	6X Lge		24.45		24.95		12.72	
510-W	7X Lge		25.45		25.95		13.22	
511-W	8X Lge		26.45		26.95		13.72	
512-W	9X Lge		27.45		27.95		14.22	

FIGURE CONTROL PANTY GIRDLE — White — Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		8.72	
402-W	Small		17.45		17.95		9.22	
403-W	Med		17.45		17.95		9.22	
404-W	Large		18.45		18.95		9.72	
405-W	X Large		19.45		19.95		10.	

FIGURE CONTROL PANTY GIRDLE — Nude — Mini Leg

401-N	Petite		17.45		17.95		9.22	
402-N	Small		18.45		18.95		9.72	
403-N	Med		18.45		18.95		9.72	
404-N	Large		19.45		19.95		10.	
405-N	X Large		20.45		20.95		10.72	

FIGURE CONTROL PANTY GIRDLE — Black — Mini Leg

401-B	Petite		18.45		18.95		9.72	
402-B	Small		19.45		19.95		10.22	
403-B	Med		19.45		19.95		10.22	
404-B	Large		20.45		20.95		10.72	

FASHION FIGURE PANTY — White — Mini Leg

301-W	Petite		9.45		9.95		5.22	
302-W	Small		9.45		9.95		5.22	
303-W	Med		9.45		9.95		5.22	
304-W	Large		9.45		9.95		5.22	

FASHION FIGURE PANTY — Nude — Mini Leg

301-N	Petite		10.45		10.95		5.72	
302-N	Small		10.45		10.95		5.72	
303-N	Med		10.45		10.95		5.72	
304-N	Large		10.45		10.95		5.72	

FASHION FIGURE PANTY — White — Mid Leg

301-W	Petite		10.45		10.95		5.72	
302-W	Small		10.45		10.95		5.72	
303-W	Med		10.45		10.95		5.72	
304-W	Large		10.45		10.95		5.72	

FASHION FIGURE PANTY — Nude — Mid Leg

301-N	Petite		11.45		11.95		6.22	
302-N	Small		11.45		11.95		6.22	
303-N	Med		11.45		11.95		6.22	
304-N	Large		11.45		11.95		6.22	

FASHION FIGURE PANTY — White — Long Leg

401-W	Petite		11.45		11.95		6.22	
402-W	Small		11.45		11.95		6.22	
403-W	Med		11.45		11.95		6.22	
404-W	Large		11.45		11.95		6.22	

FASHION FIGURE PANTY — Nude — Long Leg

401-N	Petite		12.45		12.95		6.72	
402-N	Small		12.45		12.95		6.72	
403-N	Med		12.45		12.95		6.72	
404-N	Large		12.45		12.95		6.72	

TOTALS SECTION ONE — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

STYLE NO. 212 — White — All Nylon Lace - Velcro Attached - Partially Removeable Cup Covers

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		9.72	
B								19.45		19.95		10.22	
C								19.45		19.95		10.22	
D								19.45		19.95		10.22	
E								20.45		20.95		10.72	
EE								20.45		20.95		10.72	
F								21.45		21.95		11.22	
G								21.45		21.95		11.22	

STYLE NO. 213 — White — Marquisette and Lace Rusching

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								23.45		23.95		12.	
B								24.45		24.95		12.72	
C								24.45		24.95		12.72	
D								24.45		24.95		12.72	
E								25.45		25.95		13.22	
EE								25.45		25.95		13.22	
F								26.45		26.95		13.72	
G								26.45		26.95		13.72	

STYLE NO. 214 — White — Lace Rusching Under Cup - Removable Lace Cup Cover

CUP	32	34	36	38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA						26.45		26.95		13.72	
A						26.45		26.95		13.72	
B						27.45		27.95		14.22	
C						27.45		27.95		14.22	
D						27.45		27.95		14.22	
E						27.45		27.95		14.22	

This space reserved

FOR 212, 213 & 214 BLACK BRAS

COMPLETED BY JC

DATE 10-8-70

WITH B/O MEMO

STYLE NO. 164 WHITE COTTON — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B										14.45		14.95		7.72	
C										14.45		14.95		7.72	
CC										14.45		14.95		7.72	
D										15.45		15.95		8.22	
DD										15.45		15.95		8.22	
E										16.45		16.95		8.72	
EE										16.45		16.95		8.72	
F										18.45		18.95		9.72	
G										19.45		19.95		10.22	

Write in XL for EXTRA-LONG long-line with 2" lip elastic — 2.00

TOTALS SECTION THREE — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

STYLE NO. 162 COTTON

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B											9.45		9.95		5.22	
C											10.45		10.95		5.72	
CC											10.45		10.95		5.72	
D											11.45		11.95		6.22	
DD											11.45		11.95		6.22	
E											13.45		13.95		7.22	
EE											13.45		13.95		7.22	
F											15.45		15.95		8.22	
G											16.45		16.95		8.72	
H											17.45		17.95		9.22	
I											18.45		18.95		9.72	
J											19.45		19.95		10.22	
K											20.45		20.95		10.72	
L											21.45		21.95		11.22	

STYLE NO. 262 WHITE LACE

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B											12.45		12.95		6.72	
C											13.45		13.95		7.22	
CC											13.45		13.95		7.22	
D											14.45		14.95		7.72	
DD											14.45		14.95		7.72	
E											16.45		16.95		8.72	
EE											16.45		16.95		8.72	
F											17.45		17.95		9.22	
G											19.45		19.95		10.22	
H											20.45		20.95		10.72	
I											21.45		21.95		11.22	
J											22.45		22.95		11.	
K											23.45		23.95		12.22	
L											24.45		24.95		12.72	

STYLE NO. 103 COTTON BANDEAU — Center Division

CUP	28	30	32	34	36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							7.45		7.95		4.22	
A							7.45		7.95		4.22	
B							8.45		8.95		4.72	
C							9.45		9.95		5.22	
CC							10.45		10.95		5.72	

STYLE NO. 203 WHITE LACE BANDEAU — Center Division

CUP	28	30	32	34	36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A							10.45		10.95		5.72	
B							11.45		11.95		6.22	
C							12.45		12.95		6.72	
CC							13.45		13.95		7.22	

TOTALS THIS SECTION — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

TOTALS SECTION ONE — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

TOTALS SECTION TWO — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

TOTALS SECTION THREE — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

TOTALS — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5% Where Applicable

An R.P.V. Notice must be sent to your Sponsor each time you place an order.

For SPECIAL DELIVERY Add 75¢ .75

AMOUNT ENCLOSED 31.41

#23 CHECK NO. 10/8/70 DATE RECD $31.41 AMT RECD

Shipped 10/16 EXAMINED

OBTAIN Original to Home Office and Keep white copy

BY Jerome M. Steinerich ATTORNEY-EXAMINER

Postage Required on AIR Mail Orders To Home Office — One order, one envelope 20¢ • One order form, showing record and gift order forms 20¢ Two or three order forms, one envelope 20¢ • Four or more order forms, use separate envelopes

HOW TO FILL

6496

Symbra'ette

P.O. BOX 5210 • SAN JOSE, CALIFORNIA 95150

REGIONAL MANAGER ORDER FORM

DATE 3/4/71

ORDER NO. 2-

DROP SHIP TO

Lisa Dougherty

337 Dalton Dr.

Lewisville, Texas 75067

KEY CONSULTANT ☑

• MINIMUM ORDER 3 ITEMS AT ONE TIME

Katie Sheard 455-8387

3416 Curry Ford Rd 104A

ID # (Social Security Number)

Orlando Fla 32806

ASSOCIATE

Ann Andersen

Mgr. Discount 45%

Reg. Discount 10%

Total Sets R.P.V. 557.55

Simonsen EXHIBIT J

OBTAINED 3-10-1971

BY Jerome M. Stern, Jr.

ATTORNEY-EXAMINER

FILE NO 702-3493

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removeable Cup Covers

CUP	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A												9.45		4.75	
B										10.45		10.95		5.20	
C										10.45		10.95		5.20	
D										11.45		11.95		5.65	
DD										11.45		11.95		5.65	
E										12.45		12.95		6.55	
EE										12.45		12.95		6.55	
F										12.45		12.95		7.45	
G										15.45		15.95		7.90	
H										16.45		16.95		8.35	
J										17.45		17.95		8.80	
K										18.45		18.95		9.25	
L										19.45		19.95		9.70	
M										20.45		20.95		10.15	
N										21.45		21.95		10.60	
P										22.45		22.95		11.05	
Q										23.45		23.95		11.50	

(Add $1.00 to cost, 212 E – Sold add $3.00 to cost, one additional R.P.V.)

STYLE NO. 213 – White – [illegible] Lace Cup Cover

CUP	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A												9.45		4.75	
B										10.45		10.95		5.20	
C										10.45		10.95		5.20	
D										11.45		11.95		5.65	
DD										11.45		11.95		5.65	
E										12.45		12.95		6.55	
EE										12.45		12.95		6.55	
F										12.45		12.95		7.45	
G										15.45		15.95		7.90	
H										16.45		16.95		8.35	
J										17.45		17.95		8.80	
K										18.45		18.95		9.25	
L										19.45		19.95		9.70	
M										20.45		20.95		10.15	
N										21.45		21.95		10.60	
P										22.45		22.95		11.05	
Q										23.45		23.95		11.50	

(Add $1.00 to cost, 213 E – Sold add $3.00 to cost, one additional R.P.V.)

STYLE NO. 162 COTTON

CUP	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A												9.45		4.75	
B										10.45		10.95		5.20	
C										10.45		10.95		5.20	
D										11.45		11.95		5.65	
DD										11.45		11.95		5.65	
E										12.45		12.95		6.55	
EE										12.45		12.95		6.55	
F										12.45		12.95		7.45	
G										15.45		15.95		7.90	
H										16.45		16.95		8.35	
J										17.45		17.95		8.80	
K										18.45		18.95		9.25	
L										19.45		19.95		9.70	
M										20.45		20.95		10.15	
N										21.45		21.95		10.60	
P										22.45		22.95		11.05	
Q										23.45		23.95		11.50	

(Add $1.00 to cost, 162 A/B/E – Sold add $3.00 to cost, one additional R.P.V.)

STYLE NO. 262 WHITE LACE

CUP	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B										12.45		12.95		6.10	
C										13.45		13.95		6.55	
D										13.45		13.95		6.55	
DD										14.45		14.95		7.00	
E										14.45		14.95		7.00	
EE										16.45		16.95		7.90	
F										16.45		16.95		7.90	
G										17.45		17.95		8.35	
H										19.45		19.95		9.25	
J										20.45	20.45	20.95		9.70	9.70
K										23.45		23.95		11.05	
L										24.45		24.95		11.50	

(Add $1.00 to cost, 262 A/B/E – Sold add $3.00 to cost, one additional R.P.V.)

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP	30	32	34	36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A						7.45		7.95		3.85	
A						7.45		7.95		3.85	
B						8.45		8.95		4.30	
B						9.45		9.95		4.75	
C						10.45		10.95		5.20	

STYLE NO. 201 WHITE LACE BANDEAU – Center Division

CUP	30	32	34	36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A						10.45		10.95		5.20	
B						11.45		11.95		5.65	
B						12.45		12.95		6.10	
C						13.45		13.95		6.55	

TOTALS THIS SECTION	1 / 1	TOTAL R.P.V. 20.45	TOTAL RETAIL	TOTAL WHSLE 9..
TOTALS SECTION ONE 1/2	1 / 1	TOTAL R.P.V. 23.45	TOTAL RETAIL	TOTAL WHSLE 11.6
TOTALS SECTION TWO	1 / 1	TOTAL R.P.V. 19.45	TOTAL RETAIL	TOTAL WHSLE 9.2
TOTALS ~~SECTION THREE~~	3	TOTAL R.P.V. ~~42.35~~ 42.35	TOTAL RETAIL	TOTAL WHSLE 32.6
TOTALS 3 1/2 6		TOTAL R.P.V. 105.70	TOTAL RETAIL	TOTAL WHSLE 52.6

WORKING MEMO

TOTAL R.P.V. TOTAL RETAIL TOTAL WHSLE

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for overrides or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314. All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus Merchandise whether you have a party or not.

RPV of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT
1	262	36 E	21.95	21.95
2	Panel	1/2		

TOTAL RETAIL 21.95

Less 60% Discount on Retail 13.17

NET AMOUNT 8.78

Calif. add 5% or 5½% on Total Retail

TOTAL Forward to Section at Right 9.38

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

406 CHECK NO. 3-9-71 DATE REC'D 61.44 AMT. REC'D

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% where Applicable

TOTAL FOR BONUS MERCHANDISE 9.2

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED 61.44

REV. 11/1/70

CX-29

STYLE NO. 362 BLACK LACE

CUP	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A												9.45		4.75	
B										10.45		10.95		5.20	
C										10.45		10.95		5.20	
D										11.45		11.95		5.65	
DD										11.45		11.95		5.65	
E										12.45		12.95		6.55	
EE										12.45		12.95		6.55	
F										12.45		12.95		7.45	
G										15.45		15.95		7.90	
H										16.45		16.95		8.35	
J										17.45		17.95		8.80	
K										18.45		18.95		9.25	
L										19.45		19.95		9.70	
M										20.45		20.95		10.15	
N										21.45		21.95		10.60	
P										22.45		22.95		11.05	
Q										23.45		23.95		11.50	

(Add $1.00 to cost, 362 A/B/E – Sold add $3.00 to cost, one additional R.P.V.)

STYLE NO. 45 SIESTA [illegible]

CUP	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A												9.45		4.75	
B										10.45		10.95		5.20	
C										10.45		10.95		5.20	
D										11.45		11.95		5.65	
DD										11.45		11.95		5.65	
E										12.45		12.95		6.55	
EE										12.45		12.95		6.55	
F										12.45		12.95		7.45	
G										15.45		15.95		7.90	
H										16.45		16.95		8.35	
J										17.45		17.95		8.80	
K										18.45		18.95		9.25	
L										19.45		19.95		9.70	
M										20.45		20.95		10.15	
N										21.45		21.95		10.60	
P										22.45		22.95		11.05	
Q										23.45		23.95		11.50	

(Add $1.00 to cost, 45 A/B/E – Sold add $3.00 to cost, one additional R.P.V.)

FIGURE CONTROL PANTY GIRDLE – [illegible] – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOT.	COST EACH	TOTAL COST
701-W	Petite		18.45		18.95		8.80	
702-W	Small		18.45		18.95		8.80	
703-W	Med		19.45		19.95		9.25	
704-W	Large		20.45		20.95		9.70	
705-W	X Large		21.45		21.95		10.15	
706-W	2X Large		22.45		22.95		10.60	

FIGURE CONTROL PANTY GIRDLE – [illegible] – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOT.	COST EACH	TOTAL COST
601-W	Petite							
602-W	Small							
603-W	Med							
604-W	Large							
605-W	X Large							
606-W	2X Large							

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOT.	COST EACH	TOTAL COST
601-B	Petite							
602-B	Small							
603-B	Med							
604-B	Large							
605-B	X Large							
606-B	2X Large							

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOT.	COST EACH	TOTAL COST
701-W	Petite		18.45		18.95		8.80	
702-W	Small		18.45		18.95		8.80	
703-W	Med		19.45		19.95		9.25	
704-W	Large		20.45		20.95		9.70	
705-W	X Large		21.45		21.95		10.15	
706-W	2X Large		22.45		22.95		10.60	

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOT.	COST EACH	TOTAL COST
701-N	Petite		19.45		19.95		9.25	
702-N	Small		20.45		20.95		9.70	
703-N	Med		20.45		20.95		9.70	
704-N	Large		21.45		21.95		10.15	
705-N	X Large		22.45		22.95		10.60	
706-N	2X Large		23.45		23.95		11.05	

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOT.	COST EACH	TOTAL COST
701-B	Petite		20.45		20.95		9.70	
702-B	Small		21.45		21.95		10.15	
703-B	Med		21.45		21.95		10.15	
704-B	Large		22.45		22.95		10.60	
705-B	X Large		23.45		23.95		11.05	
706-B	2X Large		24.45		24.95		11.50	

TOTALS SECTION ONE 1/2 / 1 TOTAL R.P.V. 23.45 TOTAL RETAIL TOTAL WHSLE 11.05

TOTALS SECTION TWO / 1 TOTAL R.P.V. 19.45 TOTAL RETAIL TOTAL WHSLE 9.25

SYMBRA'ETTE HOLIDAY LINGERIE

LE NO 7102 "LUXURY" ROBE AND GOWN

Fabric	S	M	L	XL	XXL	R.P.V.	RETAIL	WHSLE
[illegible]						29.00	29.95	16.90
[illegible]						29.00	29.95	16.90
[illegible]						29.00	29.95	16.90
[illegible]						29.00	29.95	16.90

LE NO 9232 "ROMANCE" PEIGNOIR SET

Fabric	Color	S	M	L	XL	XXL	R.P.V.	RETAIL	WHSLE
Sheer Nylon	Black	Rose					29.00	29.95	16.90
							29.00	29.95	16.90
							29.00	29.95	16.90
							29.00	29.95	16.90

LE NO 9155 "SHEER DELIGHT" PEIGNOIR SET

Fabric	Color	S	M	L	XL	XXL	R.P.V.	RETAIL	WHSLE
Sheer Lace	Blue						22.00	22.95	13.05
							22.00	22.95	13.05
							22.00	22.95	13.05
							22.00	22.95	13.05

LE NO 9154 "ELEGANCE" PEIGNOIR SET

Fabric	Color	S	M	L	XL	XXL	R.P.V.	RETAIL	WHSLE
Nylon	White						22.00	22.95	13.05
							22.00	22.95	13.05
							22.00	22.95	13.05
							22.00	22.95	13.05

LE NO 9158 "MICRO MINI" PEIGNOIR SET

Fabric	Color	S	M	L	XL	XXL	R.P.V.	RETAIL	WHSLE
Black Lace	Pink lined						22.00	22.95	13.05
							22.00	22.95	13.05
							22.00	22.95	13.05

HOW TO FOLD: 1 Fold order form from left to right 2 Fold bottom to top 3 Fold twice to fit envelope

Postage Required to AIR MAIL orders to Home Office – One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes

65¢

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

DISTRICT MANAGER ORDER FORM

DATE 3-6-71

ORDER NO 3

DROP SHIP TO:

NAME Emalie Witek

ADDRESS 14200 E Parsley Dr

CITY & STATE Madeira Beach Fla ZIP 33708

KEY DISTRIBUTOR ✓

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME Alaska Fenree I.D. # (Social Security Number)

ADDRESS 5004 Oleander Dr

CITY & STATE Tallahassee Fla ZIP 32301

My Sponsor is Stella Byers

Begin each month with Order #1 and 2 Previous R.P.V.

My Previous R.P.V. 319.00

R.P.V. This Order 75.25

Total New R.P.V. 394.25

STYLE NO. 364 WHITE COTTON — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D									15.45		15.95		8.22	
DD									15.45		15.95		8.22	
E									16.45		16.95		8.72	
EE									16.45		16.95		8.72	
F									18.45		18.95		9.72	
G									19.45		19.95		10.22	
H									20.45		20.95		10.72	

Write in XL for EXTRA-LONG long-line with 2" lip elastic — 2.00

STYLE NO. 264 WHITE LACE — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C								17.45		17.95		9.22	
CC								17.45		17.95		9.22	
D								18.45		18.95		9.72	
DD								18.45		18.95		9.72	
E								19.45		19.95		10.22	
EE								19.45	194	19.95		10.22	102
F								21.45		21.95		11.22	
G								22.45		22.95		11.72	
H								23.45		23.95		12.22	

X Long

Write in XL for EXTRA-LONG long-line with 2" lip elastic — 2.00 — 200

STYLE NO. 364 BLACK LACE — Long Line — Regular Length

CUP	32	34	36	38	40	42	44	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D								20.45		20.95		10.72	
DD								20.45		20.95		10.72	
E								21.45		21.95		11.22	
EE								21.45		21.95		11.22	
F								23.45		22.95		12.22	
G								24.45		23.95		12.72	
H								25.45		25.95		13.22	

Write in XL for EXTRA-LONG long-line with 2" lip elastic — 2.00

FIGURE CONTROL PANTY GIRDLE — White — Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		8.72	
402-W	Small		17.45		17.95		9.22	
403-W	Med		17.45		17.95		9.22	
404-W	Large		18.45		18.95		9.72	
405-W	X Large		19.45		19.95		10.22	

FIGURE CONTROL PANTY GIRDLE — Black — Mini Leg

401-B	Petite		18.45		18.95		9.72
402-B	Small		19.45		19.95		10.22
403-B	Med		19.45		19.95		10.22
404-B	Large		20.45		20.95		10.72

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO 7302 "LUXURY" ROBE AND GOWN

Size	Eggshell	Rose	xxxx			
Small				39.00	39.95	24.35
Med.				39.00	39.95	24.35
Large				39.00	39.95	24.35
X Lge.				39.00	39.95	24.35

STYLE NO 9232 "ROMANCE" PEIGNOIR SET

	Eggshell	Black	Rose			
Small				29.00	29.95	18.35
Med.				29.00	29.95	18.35
Large				29.00	29.95	18.35
X Lge.				29.00	29.95	18.35

STYLE NO 9155 "SHEER DELIGHT" PEIGNOIR SET

	Rose	Sweetpea	Blue			
Petite				22.00	22.95	14.15
Small				22.00	22.95	14.15
Med.				22.00	22.95	14.15
Large				22.00	22.95	14.15

STYLE NO 9154 "ELEGANCE" PEIGNOIR SET

	Aqua	Melon	xxxx			
Petite				22.00	22.95	14.15
Small				22.00	22.95	14.15
Med.				22.00	22.95	14.15
Large				22.00	22.95	14.15

STYLE NO 9158 "MICRO MINI" PEIGNOIR SET

	Black lace — Pink lined				
Petite		22.00	22.95	14.15	
Small		22.00	22.95	14.15	
Med.		22.00	22.95	14.15	

TOTALS SECTION ONE	1	TOTAL R.P.V. 194	TOTAL RETAIL	TOTAL WHSLE 122

STYLE NO. 362 BLACK LACE

CUP	30	32	34	36	38	40	42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH
B									14.45		14.95		7.72
C									15.45		15.95		8.22
CC									15.45		15.95		8.22
D									16.45		16.95		8.72
DD									16.45		16.95		8.72
E									18.45		18.95		9.72
EE									18.45		18.95		9.72
F									20.45		20.95		10.72
G									21.45		21.95		11.22

STYLE NO. 45 SIESTA BRA — White Only

CUP	32/34	36/38	40/42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH
B					7.45		7.95		4.22
C					8.45		8.95		4.72
D					8.45		8.95		4.72
E					9.45		9.95		5.22
F				1	9.45	945	9.95		5.22

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER — White — Long Leg

NO.	SIZE				
603-W-Z	Med	21.45	21.95		11.7
604-W-Z	Large	22.45	22.95		11.7
605-W-Z	X Large	23.45	23.95		12.2
606-W-Z	2 X Lge	24.45	24.95		12.7
607-W-Z	3 X Lge	25.45	25.95		13.2
608-W-Z	4 X Lge	26.45	26.95		13.7
609-W-Z	5 X Lge	27.45	27.95		14.2
610-W-Z	6 X Lge	28.45	28.95		14.7

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER — White — Mid Leg

703-W-Z	Med.	21.45	21.95	11.2
704-W-Z	Large	22.45	22.95	11.7
705-W-Z	X Large	23.45	23.95	12.2
706-W-Z	2 X Lge	24.45	24.95	12.7
707-W-Z	3 X Lge	25.45	25.95	13.2
708-W-Z	4 X Lge	26.45	26.95	13.7
709-W-Z	5 X Lge	27.45	27.95	14.2
710-W-Z	6 X Lge	28.45	28.95	14.7

FIGURE CONTROL PANTY GIRDLE — White — Long Leg

NO.	SIZE			
601-W	Petite	18.45	18.95	9.72
602-W	Small	19.45	19.95	10.22
603-W	Med	19.45	19.95	10.22
604-W	Large	20.45	20.95	10.72
605-W	X Large	21.45	21.95	11.22
606-W	2X Lge	22.45	22.95	11.72

FIGURE CONTROL PANTY GIRDLE — Nude — Long Leg

601-N	Petite	19.45	19.95	10.22
602-N	Small	20.45	20.95	10.72
603-N	Med	20.45	20.95	10.72
604-N	Large	21.45	21.95	11.22
605-N	X Large	22.45	22.95	11.72
606-N	2X Lge	23.45	23.95	12.22

FIGURE CONTROL PANTY GIRDLE — Black — Long Leg

601-B	Petite	20.45	20.95	10.72
602-B	Small	21.45	21.95	11.22
603-B	Med	21.45	21.95	11.22
604-B	Large	22.45	22.95	11.72
605-B	X Large	23.45	23.95	12.22
606-B	2X Lge	24.45	24.95	12.72

FIGURE CONTROL PANTY GIRDLE — White — Mid Leg

701-W	Petite	18.45	18.95	9.72
702-W	Small	19.45	19.95	10.22
703-W	Med	19.45	19.95	10.22
704-W	Large	20.45	20.95	10.72
705-W	X Large	21.45	21.95	11.22
706-W	2X Lge	22.45	22.95	11.72

FIGURE CONTROL PANTY GIRDLE — Nude — Mid Leg

701-N	Petite	19.45	19.95	10.22
702-N	Small	20.45	20.95	10.72
703-N	Med	20.45	20.95	10.72
704-N	Large	21.45	21.95	11.22
705-N	X Large	22.45	22.95	11.72
706-N	2X Lge	23.45	23.95	12.22

FIGURE CONTROL PANTY GIRDLE — Black — Mid Leg

701-B	Petite	20.45	20.95	10.72
702-B	Small	21.45	21.95	11.22
703-B	Med	21.45	21.95	11.22
704-B	Large	22.45	22.95	11.72
705-B	X Large	23.45	23.95	12.22
706-B	2X Lge	24.45	24.95	12.72

TOTALS SECTION TWO	1	TOTAL R.P.V. 945	TOTAL RETAIL	TOTAL WHSLE

STYLE NO. 212 — White — All Nylon Lace - Velcro Attached - Partially Removeable Cup Covers

CUP	30	32	34	36	38	40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A								18.45		18.95		9.72	
B								19.45		19.95		10.22	
C								19.45		19.95		10.22	
D								19.45		19.95		10.22	
E								20.45		20.95		10.72	
EE								20.45		20.95		10.72	
F								21.45		21.95		11.22	
G								21.45		21.95		11.22	

Stevenson Exhibit K
3-10-71
Jerome M. Steiner, Jr.
ATTORNEY-EXAMINER
FTC 702-3493

STYLE NO. 213 — White — Marquisette and Lace Ruscning

CUP	30	32	34	36	38	40	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A							23.45		23.95		12.22	
B							24.45		24.95		12.72	
C							24.45		24.95		12.72	
D							24.45		24.95		12.72	
E							25.45		25.95		13.22	
EE							25.45		25.95		13.22	
F							26.45		26.95		13.72	
G							26.45		26.95		13.72	

STYLE NO. 214 — White — Lace Ruscning Under Cup - Removable Lace Cup Cover

CUP	30	32	34	36	38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA							26.45		26.95		13.72	
A							26.45		26.95		13.72	
B							27.45		27.95		14.22	
C							27.45		27.95		14.22	
D							27.45		27.95		14.22	
E							27.45		27.95		14.22	

TOTALS SECTION THREE		TOTAL R.P.V.		TOTAL RETAIL	

STYLE NO. 162 COTTON

CUP	30	32	34	36	38	40	42	44	46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B											9.45		9.95		5.22	
C											10.45		10.95		5.72	
CC											10.45		10.95		5.72	
D											11.45		11.95		6.22	
DD											11.45		11.95		6.22	
E											13.45		13.95		7.22	
EE											13.45		13.95		7.22	
F										3	15.45	463	15.95		8.22	2,66
G											16.45		16.95		8.72	
H											17.45		17.95		9.22	
I											18.45		18.95		9.72	
J											19.45		19.95		10.22	
K											20.45		20.95		10.72	
L											21.45		21.95		11.22	

162 48C — 56E add $3.00 to cost; 162 48E — 56H add $5.00 to cost. (no additional R.P.V.)

STYLE NO. 262 WHITE LACE

CUP	30	32	34	36	38	40	42	44	46	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B										12.45		12.95		6.72	
C										13.45		13.95		7.22	
CC										13.45		13.95		7.22	
D										14.45		14.95		7.72	
DD										14.45		14.95		7.72	
E										16.45		16.95		8.72	
EE										16.45		16.95		8.72	
F										17.45		17.95		9.22	
G										19.45		19.95		10.22	
H										20.45		20.95		10.72	

SYMBRA'ETTE SWIM BRA EXTENDERS

COLOR / LENGTH	3"	3½"	4"	4½"	5"		QTY.	COST EACH	TOTAL
WHITE								.65	
WHITE/FLORAL					1½		1	.65	.65
ORANGE							1	.65	.65
NAVY BLUE								.65	
HAW./FLORAL					1½		1	.65	.65
								TOTAL	1.30

Send Original to Home Office and keep white copy

Rev. 10/1/70

Calif. Add 5% Sales Tax (res.) 5½% where applicable

TOTALS SEC. 4

BONUS MERCHANDISE — SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for override or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus Merchandise whether you have a party or not.

RPV of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT
1	404W	Lge		1095

TOTAL RETAIL 1095

Less 60% Discount on Retail 1137

NET AMOUNT 758

Calif. add 5% or 5½% on Total Retail

TOTAL Forward to Section at Right

TOTALS THIS SECTION	3	TOTAL R.P.V. 463	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION ONE	1	TOTAL R.P.V. 194	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION TWO	1	TOTAL R.P.V. 945	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION THREE		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS	5	TOTAL R.P.V. 753	TOTAL RETAIL	TOTAL WHSLE 42

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% where Applicable

TOTAL FOR BONUS MERCHANDISE

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

COMPLETED BY

DATE

252 CHECK NO. 3-8-71 DATE REC'D 258.42 AMT. REC'D

An R.P.V. Notice must be sent to your Sponsor each time you order. 158

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED 5163

REV. 11/1/70

CX-30

Made in U.S.A. HOW TO FOLD: 1. Fold order form from left to right. 2. Fold bottom to top.

Postage Required to AIR MAIL orders to Home Office. One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes.

9

STYLE NO. 164 WHITE COTTON – Long Line – Regular Length

CUP 32 34 36 38 40 42 44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D		15.45		15.95		8.22	
DD		15.45		15.95		8.22	
E		16.45		16.95		8.72	
EE		16.45		16.95		8.72	
F		18.45		18.95		9.72	
G		19.45		19.95		10.22	
H		20.45		20.95		10.72	

Write in XL for EXTRA-LONG long-line with 2" lip elastic — 2.00

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

CUP 32 34 36 38 40 42 44							
C		17.45		17.95		9.22	
CC		17.45		17.95		9.22	
D		18.45		18.95		9.72	
DD		18.45		18.95		9.72	
E		19.45		19.95		10.22	
EE		19.45		19.95		10.22	
F		21.45		21.95		11.22	
G		22.45		22.95		11.72	
H		23.45		23.95		12.22	

Write in XL for EXTRA-LONG long-line with 2" lip elastic — 2.00

STYLE NO. 364 BLACK LACE – Long Line – Regular Length

CUP 32 34 36 38 40 42 44							
D		20.45		20.95		10.72	
DD		20.45		20.95		10.72	
E		21.45		21.95		11.22	
EE		21.45		21.95		11.22	
F		22.45		22.95		11.72	
G		23.45		23.95		12.22	
H		25.45		25.95		13.22	

Write in XL for EXTRA-LONG long-line with 2" lip elastic

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		8.72	
402-W	Small		17.45		17.95		9.22	
403-W	Med		17.45		17.95		9.22	
404-W	Large		18.45		18.95		9.72	
405-W	X Large		20.45		20.95		10.72	

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

401-B	Petite		18.45		18.95		9.72
402-B	Small		19.45		19.95		10.22
403-B	Med		19.45		19.95		10.22
404-B	Large		20.45		20.95		10.72

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO 7302 "LUXURY" ROBE AND GOWN

SIZE Lace Rose XXXX							
Small		19.00		19.95			
Med.		19.00		19.95			
Large		19.00		19.95			
X Large		19.00		19.95			

STYLE NO 9232 "ROMANCE" PEIGNOIR SET

Fuchsia Black Rose							
Small		29.00		29.95			
Med.		29.00		29.95			
Large		29.00		29.95			
X Large		29.00		29.95			

STYLE NO 9155 "SHEER DELIGHT" PEIGNOIR SET

Rose Sapphire Blue							
Small		20.95		21.95		11.22	
Med.		20.95		21.95		11.22	
Large		21.95		22.95		11.72	

STYLE NO 9154 "ELEGANCE" PEIGNOIR SET

Rose Sapphire Black							
Small		20.95		21.95		11.22	
Med.		20.95		21.95		11.22	
Large		21.95		22.95		11.72	

STYLE NO 9158 "MICRO MINI" PEIGNOIR SET

Lace Pink Mint							
Petite		20.95		21.95		11.22	
Small		20.95		21.95		11.22	
Med.		20.95		21.95		11.22	

TOTALS SECTION ONE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

STYLE NO. 362 BLACK LACE

CUP 30 32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH
B		14.45		14.95		7.22
C		15.45		15.95		8.22
CC		15.45		15.95		8.22
D		16.45		16.95		8.72
DD		16.45		16.95		8.72
E		18.45		18.95		9.72
EE		18.45		18.95		9.72
F		20.45		20.95		10.72
G		21.45		21.95		11.22

STYLE NO. 45 SIESTA BRA – White Only

CUP 32/34 36 38 40 42							
B		7.45		7.95		4.22	
C		8.45		8.95		4.72	
D		8.45		8.95		4.72	
E		9.45		9.95		5.22	
F		9.45		9.95		5.22	

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Long Leg

NO. SIZE							
600-W-Z	Med.		23.45				
604-W-Z	Large		23.45				
605-W-Z	X Large		24.45				
606-W-Z	2X Large		25.45				
607-W-Z	3X Large		26.45				
608-W-Z	4X Large		27.45				
609-W-Z	5X Large		28.45				

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Mid Leg

700-W-Z	Med.		23.45				
704-W-Z	Large		23.45				
705-W-Z	X Large		24.45				
706-W-Z	2X Large		25.45				
707-W-Z	3X Large		26.45				
708-W-Z	4X Large		27.45				
709-W-Z	5X Large		28.45				

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

NO. SIZE							
601-W	Petite		18.95		18.95		9.72
604-W	Large		19.95		20.95		10.72
605-W	X Large		20.45		20.95		11.22
606-W	2X Large		21.45		21.95		11.72

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

601-N	Petite		18.45		18.95		9.72
602-N	Small		19.45		19.95		10.22
603-N	Med		19.45		19.95		10.22
604-N	Large		20.45		20.95		10.72
605-N	X Large		20.45		20.95		10.72
606-N	2X Large		21.45		21.95		11.22

FIGURE CONTROL PANTY GIRDLE – Black – Long Leg

601-B	Petite		19.45		19.95		10.22
602-B	Small		20.45		20.95		10.72
603-B	Med		20.45		20.95		10.72
604-B	Large		21.45		21.95		11.22
605-B	X Large		21.45		21.95		11.22
606-B	2X Large		22.45		22.95		11.72

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

701-A	Petite		18.45		18.95		9.72
702-A	Small		19.45		19.95		10.22
703-A	Med		19.45		19.95		10.22
704-A	Large		20.45		20.95		10.72
705-A	X Large		21.45		21.95		11.22
706-A	2X Large		22.45		22.95		11.72

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

701-N	Petite		19.45		19.95		10.22
702-N	Small		20.45		20.95		10.72
703-N	Med		20.45		20.95		10.72
704-N	Large		21.45		21.95		11.22
705-N	X Large		22.45		22.95		11.72
706-N	2X Large		23.45		23.95		12.22

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

701-B	Petite		20.45		20.95		10.72
702-B	Small		21.45		21.95		11.22
703-B	Med		21.45		21.95		11.22
704-B	Large		22.45		22.95		11.72
705-B	X Large		23.45		23.95		12.22
706-B	2X Large		24.45		24.95		12.72

TOTALS SECTION TWO	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

HOW TO FOLD: 1. Fold order form from left to right. 2. Fold down to top. 3. Fold twice to fit std envelope

Postage Required: • AIR MAIL orders to Home Office — One order form per envelope 20¢ • Two or three order forms per envelope 20¢ • Four or more order forms, use separate envelope

Symbra Ette

P.O. BOX 5230 • SAN JOSE, CALIFORNIA 95150

DISTRICT MANAGER ORDER FORM

DATE

ORDER NO.

DROP SHIP TO:

NAME

ADDRESS

CITY & STATE ZIP

KEY DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME ID # (Social Security Number)

ADDRESS

CITY & STATE ZIP

My Sponsor is

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removable Cup Covers

CUP 30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A		18.45		18.95			
B		19.45		19.95		10.22	
C		19.45		19.95		10.22	
D		19.45		19.95		10.22	
E		20.45		20.95		10.72	
EE		20.45		20.95		10.72	
F		21.45		21.95		11.22	
G		21.45		21.95		11.22	

STYLE NO. 213 – White – Marquisette and Lace Ruching

CUP 30 32 34 36 38							
A		23.45		23.95		12.22	
B		24.45		24.95		12.72	
C		24.45		24.95		12.72	
D		24.45		24.95		12.72	
E		25.45		25.95		13.22	
EE		25.45		25.95		13.22	
F		26.45		26.95		13.72	

STYLE NO. 214 – White – Lace Ruching Under Cup – Removable Lace Cup Cover

CUP 30 32 34 36 38							
AA		26.45		26.95		13.72	
A		26.45		26.95		13.72	
B		27.45		27.95		14.22	
C		27.45		27.95		14.22	
D		27.45		27.95		14.22	

Simonsen EXHIBIT L
3-10-71
APPEARED Jerome M. Steiner, Jr.
ATTORNEY-EXAMINER
FILE NO. 702-3493

STYLE NO. 162 COTTON

CUP 30 32 34 36 38 40 42 44 46							
B		9.45		9.95			
C		10.45		10.95			
CC		10.45		10.95			
D		11.45		11.95			
DD		11.45		11.95			
E		11.45		11.95			
EE		11.45		11.95			
F		11.45		11.95			
G		11.45		11.95			
H		11.45		11.95			
I		11.45		11.95			
J		11.45		11.95			
K		11.45		11.95			
L		11.45		11.95			
M		11.45		11.95			

STYLE NO. 262 WHITE LACE

CUP 30 32 34 36 38 40 42 44 46							
B		12.45		12.95			
C		13.45		13.95			
CC		13.45		13.95			
D		14.45		14.95			
DD		14.45		14.95			
E		16.45		16.95			
EE		16.45		16.95			
F		17.45		17.95			
G		19.45		19.95			
H		20.45		20.95			
I		21.45		21.95			
J		22.45		22.95			
K		23.45		23.95			
L		24.45		24.95			
M		25.45		25.95			

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP 32 34							
A		9.45		9.95			
B		9.45		9.95			
C		10.45		10.95			

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP 32 34							
A		10.45		10.95			
B		11.45		11.95			
C		12.45		12.95			
D		13.45		13.95			

TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired, if no bonus merchandise is desired, the R.P.V. of the order is forfeited towards bonus merchandise. No R.P.V. credit for exchange or maintenance qualifications is allowed on Bonus merchandise. This bonus discount schedule applies ONLY to the following garments:

Bras 202 203 212 213 214 362 364 Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires. Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own discretion whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus merchandise whether you have a party or not.

R.P.V. of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT

COMPLETED BY

DATE

TOTAL RETAIL

Less 60% Discount on Retail

NET AMOUNT

Calif. add 5% or 5.5% on Total Retail

TOTAL Forward to Section at Right

TOTALS THIS SECTION	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION ONE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION TWO	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

TOTAL FOR BONUS MERCHANDISE

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED

CK-31

10

Symbra'ette

P.O. BOX 5230 • SAN JOSE, CALIFORNIA 95150

SUPERVISOR ORDER FORM

DATE 3/5/71

ORDER NO.

SHIP TO:

NAME

ADDRESS

CITY & STATE ZIP

DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME: Jean F. Thomas 311-44-3155
ID # (Social Security Number)

ADDRESS: P.O. Box 3570

CITY & STATE ZIP: Daytona Beach, Fla 32015

My Sponsor is: Lillian Culey

Begin each month with Order #1 and 0 Previous R.P.V.

My Previous R.P.V.

R.P.V. This Order 168.50

Total New R.P.V.

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removeable Cup Covers

CUP	30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
					16.95		10.65	
					19.95		11.20	
					19.95		11.20	
					19.95		11.75	
			20.45	20.95			11.75	
			21.45	21.95			12.30	
			21.45	21.95			12.30	

Simonsen – EXHIBIT M
OBTAINED 3-10-71
BY Jerome M. Steiner, Jr.
ATTORNEY EXAMINER
FILE NO. FF 702-3493

NO. 213 – White – Marquisette and Lace Ruching

30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
		23.45	23.95			13.40	
		24.45	24.95			13.95	
		24.45	24.95			13.95	
		24.45	24.95			13.95	
		25.45	25.95			14.50	
		25.45	25.95			14.50	
		26.45	26.95			15.05	
		26.45	26.95			15.05	

NO. 214 – White – Lace Ruching Under Cup – Removable Lace Cup Cover

30 32 34 36 38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
		26.45	26.95			15.05	
		26.45	26.95			15.05	
		27.45	27.95			15.60	
		27.45	27.95			15.60	
		27.45	27.95			15.60	
		27.45	27.95			15.60	
		28.45	28.95			16.15	
		28.45	28.95			16.15	
		28.45	29.95			16.70	
		28.45	29.95			16.70	
		28.45	29.95			16.70	
		28.45	29.95			16.70	

STYLE NO. 162 COTTON

CUP	30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			9.45		9.95		5.70	
C			10.45		10.95		6.25	
CC			10.45		10.95		6.25	
D			11.45		11.95		6.80	
DD			11.45		11.95		6.80	
E			13.45		13.95		7.90	
EE			13.45		13.95		7.90	
F			15.45		15.95		9.00	
G			16.45		16.95		9.55	
H			17.45		17.95		10.10	
I			18.45		18.95		10.65	
J			19.45		19.95		11.20	
K			20.45		20.95		11.75	
L			21.45		21.95		12.30	

(162 48C – 56E add $3.00 to cost; 162 48E – 56H add $5.00 to cost. (no additional R.P.V.))

STYLE NO. 262 WHITE LACE

CUP	30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			12.45		12.95		7.35	
C			13.45		13.95		7.90	
CC		1	13.45	13.45	13.95		7.90	7.90
D		1	14.45	14.45	14.95		8.45	8.45
DD		3	14.45	43.35	14.95		8.45	25.35
E			16.45		16.95		9.55	
EE			16.45		16.95		9.55	
F			17.45		17.95		10.10	
G			19.45		19.95		11.20	
H			20.45		20.95		11.75	
I			21.45		21.95		12.30	
J			23.45		23.95		13.40	
K			24.45		24.95		13.95	
L			24.45		24.95		13.95	

(262 48C – 56E add $3.00 to cost. 262 48E – 56H add $5.00 to cost. (no additional R.P.V.))

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP	28 30 32 34 36					
AA		7.45		7.95		4.60
A		7.45		7.95		4.60
B		8.45		8.95		5.15
C		9.45		9.95		5.70
CC		10.45		10.95		6.25

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP	28 30 32 34 36					
A		10.45		10.95		6.25
B		11.45		11.95		6.80
C		12.45		12.95		7.35
CC		13.45		13.95		7.90

TOTALS THIS SECTION	5	5	TOTAL R.P.V. 71.25	TOTAL RETAIL	TOTAL WHSLE 41.70
TOTALS SECTION ONE			TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION TWO	1	1	TOTAL R.P.V. 9.45	TOTAL RETAIL	TOTAL WHSLE 5.70
TOTALS SECTION THREE	6	6	TOTAL R.P.V. 87.80	TOTAL RETAIL	TOTAL WHSLE 58.28
TOTALS	6	12	TOTAL R.P.V. 168.50	TOTAL RETAIL	TOTAL WHSLE 105.68

TOTALS SECTION THREE — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

COMPLETED BY

DATE

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for over-ride or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus merchandise whether you have a party or not.

RPV of Regular Order	Number of Garments	Qty.	Style	Size	Retail Price	AMOUNT
$ 75	1 at 60% Discount	1	262	32F	17.95	17.95
$150	2 at 60% Discount	1	262	32E	16.95	16.95
$250	3 at 60% Discount		Bonus			
$350	4 at 60% Discount				TOTAL RETAIL	34.90
$500	5 at 60% Discount				Less 60% Discount on Retail	20.94
The 60% discount is on the Retail Price.					NET AMOUNT	13.96
					Calif. add 5% or 5½% on Total Retail	
					TOTAL Forward to Section at Right	13.96

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

CHECK NO. 54
DATE REC'D 3-8-71
AMT. REC'D 127 XX

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% Where Applicable	
Supplies	7.90
TOTAL FOR BONUS MERCHANDISE	13.96
An R.P.V. Notice must be sent to your Sponsor each time you order.	
For SPECIAL DELIVERY Add 75¢	
AMOUNT ENCLOSED	127.54

REV. 11/1/70

CV-32

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO 7302 "LUXURY" ROBE AND GOWN

Size: Exquisite Rose xxxx			
Small	39.00	39.95	26.30
Med.	39.00	39.95	26.30
Large	39.00	39.95	26.30
X Lge.	39.00	39.95	26.30

STYLE NO 9232 "ROMANCE" PEIGNOIR SET

Exquisite Black Rose			
Small	29.00	29.95	19.80
Med.	29.00	29.95	19.80
Large	29.00	29.95	19.80
X Lge.	29.00	29.95	19.80

STYLE NO 9155 "SHEER DELIGHT" PEIGNOIR SET

Rose Sweetpea Blue			
Petite	22.00	22.95	15.25
Small	22.00	22.95	15.25
Med.	22.00	22.95	15.25
Large	22.00	22.95	15.25

STYLE NO 9154 "ELEGANCE" PEIGNOIR SET

Opal Melon xxxx			
Petite	22.00	22.95	15.25
Small	22.00	22.95	15.25
Med.	22.00	22.95	15.25
Large	22.00	22.95	15.25

STYLE NO 9158 "MICRO MINI" PEIGNOIR SET

Black lace – Pink lined			
Petite	22.00	22.95	15.25
Small	22.00	22.95	15.25
Med.	22.00	22.95	15.25

TOTALS SECTION ONE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

TOTALS SECTION TWO	1	1	TOTAL R.P.V. 9.45	TOTAL RETAIL	TOTAL WHSLE

656 Printed in U.S.A.

HOW TO FOLD: 1. Fold order form from left to right. 2. Fold bottom to top. 3. Fold twice to fit #10 envelope.

Postage Required to AIR MAIL orders to Home Office. One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes.

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

SUPERVISOR SWIMWEAR ORDER FORM

DATE 3/5/71
ORDER NO.

DROP SHIP TO:

FRAN LANG
NAME
112 Union St - Apt. C
ADDRESS
Dunedin, Fla.
CITY & STATE ZIP

KEY DISTRIBUTOR ☒

JEAN F Thomas 311-14-3155
NAME ID # (Social Security Number)
P.O. Box 2570
ADDRESS
Daytona Beach, Fla. 32015
CITY & STATE ZIP
Lillian Culey
My Sponsor is

(Begin each month with Order # and 0 Previous R.P.V.)
My Previous R.P.V. 28.50
R.P.V. This Order 14.25
Total New R.P.V. 34.275

Simonsen EXHIBIT N
OBTAINED 3-10 1971
BY Jerome M. Steiner, Jr.
ATTORNEY-EXAMINER
FILE NO 702-3493

SYMBRA'ETTE SWIMBRA TOPS

SEC. #1	WHITE 1001	FLORAL ON WHITE 2001	ORANGE 4001	NAVY 5001	HAWAIIAN FLORAL 6001*	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
30							13.45		13.95		8.57	
32							13.45		13.95		8.57	
34							14.45		14.95		9.17	
36						1	14.45	14.45	14.95		9.17	9.17
38							15.45		15.95		9.77	
40							15.45		15.95		9.77	
42						1	15.45	15.45	15.95		9.77	9.77
A							16.45		16.95		10.37	
B							17.45		17.95		10.97	
C							17.45		17.95		10.97	
D							18.45		18.95		11.57	
E							18.45		18.95		11.57	

BOY LEG SWIM PANTS

	WHITE 1002	FLORAL ON WHITE 2002	ORANGE 4002	NAVY 5002	HAWAIIAN FLORAL 6002							
6							13.45		13.95		8.57	
8							13.45		13.95		8.57	
10							13.45		13.95		8.57	
12							14.45		14.95		9.17	
14							14.45		14.95		9.17	
16							14.45		14.95		9.17	
18							15.45		15.95		9.77	
20							15.45		15.95		9.77	
22						1	16.45	16.45	16.95		10.37	10.37
24							16.45		16.95		10.37	

MINI AND SEMI BIKINI SWIM BRIEFS

	WHITE		FLORAL ON WHITE		ORANGE		NAVY		HAWAIIAN FLORAL							
	1003 MINI	1004 SEMI	2003 MINI	2004 SEMI	4003 MINI	4004 SEMI	5003 MINI	5004 SEMI	6003 MINI	6004 SEMI						
4											12.45		12.95		7.97	
6											12.45		12.95		7.97	
8											12.45		12.95		7.97	
10											12.45		12.95		7.97	
12											13.45		13.95		8.57	
14											13.45		13.95		8.57	
16											13.45		13.95		8.57	
18											14.45		14.95		9.17	
20											14.45		14.95		9.17	
22											15.45		15.95		9.77	
24											15.45		15.95		9.77	

SLEEVELESS SHELL

	WHITE - 100	FLR. ON WHITE - 200	WHITE EYELET - 300	ORANGE - 400	NAVY - 500	HAWN. FLORAL - 600						
6							9.45		9.95		6.37	
8							9.45		9.95		6.37	
10							9.45		9.95		6.37	
12							10.45		10.95		6.97	
14							10.45		10.95		6.97	
16							11.45		11.95		7.57	
18							11.45		11.95		7.57	
20							12.45		12.95		8.17	

COVER UP – WHITE "CREAM PUFF"

#30 – TOP

	QTY.	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
6		16.00		16.95		11.35	
8		16.00		16.95		11.35	
10		17.00		17.95		12.00	
12		17.00		17.95		12.00	
14		17.00		17.95		12.00	
16		18.00		18.95		12.65	
18		18.00		18.95		12.65	

BELL BOTTOMS – WHITE "CREAM PUFF"

#31 – PANTS

	QTY.	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
6		16.00		16.95		11.35	
8		16.00		16.95		11.35	
10		17.00		17.95		12.00	
12		17.00		17.95		12.00	
14		17.00		17.95		12.00	
16		18.00		18.95		12.65	
18		18.00		18.95		12.65	

WHITE EYELET COVER UP Marquisette Lined

WHITE EYELET BELL BOTTOMS Marquisette Lined

#10 MINI TUNIC

SIZE	QTY.	R.P.V. EACH	TOTAL R.P.V.	RETAIL EACH	TOTAL RETAIL	COST EACH	TOTAL COST
PETITE 4–6		14.45		14.95		9.17	
SMALL 8–10		14.45		14.95		9.17	
MEDIUM 12–14		15.45		15.95		9.77	
LARGE 16–18		16.45		16.95		10.37	
X LARGE 20		17.45		17.95		10.97	
SEC. #2		TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE.	

#11 BELL BOTTOMS

QTY.	R.P.V. EACH	TOTAL R.P.V.	RETAIL EACH	TOTAL RETAIL	COST EACH	TOTAL COST
	14.45		14.95		9.17	
✓	14.45	14.45	14.95		9.17	9.17
	15.45		15.95		9.77	
	16.45		16.95		10.37	
	17.45		17.95		10.97	
SEC. #3	TOTAL R.P.V.	14.45	TOTAL RETAIL		TOTAL WHSLE.	9.17

SYMBRA'ETTE SWIM BRA EXTENDERS

COLOR / LENGTH	3"	3½"	4"	4½"	5"		QTY.	COST EACH	TOTAL
* WHITE								.65	
WHITE/FLORAL								.65	
ORANGE								.65	
NAVY BLUE								.65	
HAW./FLORAL									

TOTAL

Send Original to Home Office and keep white copy

Rev. 10/1/70

Calif. Add 5% Sales Tax (res.) 5½% where applicable

TOTALS SEC. 4

SEC. #1	TOTAL R.P.V. 59.80	TOTAL RETAIL		TOTAL WHSLE 34.85
SEC. #2	TOTAL R.P.V.	TOTAL RETAIL		TOTAL WHSLE
SEC. #3	TOTAL R.P.V. 14.45	TOTAL RETAIL		TOTAL WHSLE 9.17
TOTALS	74.25	TOTAL RETAIL		TOTAL WHSLE 47.02
SEC. #4				

Calif. Add 5% Sales Tax on Retail Value. (res.) 5½% where applicable.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED 47.05

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

☐ COMPLETED BY

DATE 3-2-71

47.05
3-8-71
CHECK NO.
DATE REC'D
AMT. REC'D

CX-33

12

Symbra Ette

P.O. BOX 5230 • SAN JOSE, CALIFORNIA 95150

SENIOR KEY ORDER FORM

DATE: 3-2-71

ORDER NO. 1

SHIP TO:
Mrs HEDRICK
717 CORDOVA way South
St Petersburg, Florida 33705
ZIP

MINIMUM ORDER 5 ITEMS AT ONE TIME

Duluth Minn 1 202-724-1711
(S.S. # / Social Security Number)
5202 52 Way North
St Petersburg Florida 33709
CITY & STATE ZIP
Stella Byers

Regular merchandise with Order #1 and 5 Items R.P.V.	0
TOTAL R.P.V. THIS ORDER	121.05
TOTAL SHARED	121.05

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removable Cup Covers

Signature EXHIBIT NO. 0
ORDERED 3-10-1971
BY Jerome M. Steiner, Jr.
ATTORNEY-EXAMINER
FILE NO. 702-3453

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A				9.45		6.17	
B				10.45		6.77	
C				10.45		6.77	
D				11.45		7.37	
E				11.45		7.37	
F	1	13.45	13.45	13.95	13.95	8.57	8.57
G	1	13.45	13.45	13.95	13.95	8.57	8.57
H	2	30.90	30.90	31.90	31.90	9.27	18.54
I				16.45		10.37	
J				17.45		10.97	
K				18.45		11.57	
L				19.45		12.17	
M				20.45		12.77	
N				21.45		13.37	

STYLE NO. 162 COTTON

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A				9.45		6.17	
B	1	10.45	10.45	10.95	10.95	6.77	6.77
C				10.45		6.77	
D				11.45		7.37	
E				11.45		7.37	
F	1	13.45	13.45	13.95	13.95	8.57	8.57
G	1	13.45	13.45	13.95	13.95	8.57	8.57
H	2	30.90	30.90	31.90	31.90	9.27	18.54
I				16.45		10.37	
J				17.45		10.97	
K				18.45		11.57	
L				19.45		12.17	
M				20.45		12.77	
N				21.45		13.37	

STYLE NO. 262 WHITE LACE

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A				12.45		7.97	
B	1	12.45	12.45	12.95	12.95	7.97	7.97
C	1	13.45	13.45	13.95	13.95	8.57	8.57
D				13.45		8.57	
E				14.45		9.17	
F				14.45		9.17	
G				16.45		10.37	
H				16.45		10.37	
I	1	17.45	17.45	17.95	17.95	10.97	10.97
J				19.45		12	
K				20.45			
L				21.45			

STYLE NO. 201 WHITE LACE BANDEAU – Cotton Division

CUP						
A			10.45		10.95	6.77
B			11.45		11.95	7.37
C			12.45		12.95	7.97
D			13.45		13.95	8.57

TOTALS THIS SECTION	5	TOTAL R.P.V. 111.65	TOTAL RETAIL 117.65	TOTAL WHSLE 72.36	
TOTALS SECTION ONE		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE	
TOTALS SECTION TWO	1	TOTAL R.P.V. 9.45	TOTAL RETAIL 9.95	TOTAL WHSLE 6.17	
TOTALS SECTION THREE		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE	
TOTALS	(9)	TOTAL R.P.V. 121.05	TOTAL RETAIL 127.60	TOTAL WHSLE 78.53	

SYNDRA'ETTE HOLIDAY LINGERIE

STYLE NO. 9135 "SHEER DELIGHT" PEIGNOIR SET

Petite	22.00	22.95	16.35
Small	22.00	22.95	16.35
Med.	22.00	22.95	16.35
Large	22.00	22.95	16.35

STYLE NO. 9158 "ELEGANCE" PEIGNOIR SET

Petite	22.00	22.95	16.35
Small	22.00	22.95	16.35
Med.	22.00	22.95	16.35
Large	22.00	22.95	16.35

STYLE NO. 9158 "MICRO MINI" PEIGNOIR SET

Petite	22.00	22.95	16.35
Small	22.00	22.95	16.35
Med.	22.00	22.95	16.35

TOTALS SECTION ONE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

Petite	19.45	19.95	12.77
Small	19.45	19.95	12.77
Med.	20.45	20.95	12.77
Large	21.45	21.95	13.37
X Large	22.45	22.95	13.97
2X Large	23.45	23.95	14.57

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

701-B Petite	20.45	20.95	12.77
702-B Small	21.45	21.95	13.37
703-B Med.	21.45	21.95	13.37
704-B Large	22.45	22.95	13.97
705-B X Large	23.45	23.95	14.57
706-B 2X Large	24.45	24.95	15.17

TOTALS SECTION TWO	1	TOTAL R.P.V. 9.45	TOTAL RETAIL 9.95	TOTAL WHSLE 6.17

TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

COMPLETED BY
DATE

STYLE NO. 101 COTTON BANDEAU – Cotton Division

CUP			
AA	7.45	7.95	4.97
A	8.45	8.95	5.57
B	9.45	9.95	6.17
C	9.45	9.95	6.17
D	10.45	10.95	6.77

STYLE NO. 201 WHITE LACE BANDEAU – Cotton Division

CUP			
A	10.45	10.95	6.77
B	11.45	11.95	7.37
C	12.45	12.95	7.97
D	13.45	13.95	8.57

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of that order is lost. Unused bonus merchandise has R.P.V. credit for over-run of merchandise qualification shown in column on bonus merchandise. The bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 201, 212, 213, 214, 812, 814. All cordle and wires.

Limit 5 items is the maximum for each order.

The merchandise may be used in any way that the Consultant desires (given as hostess Gifts, part of Prizes, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise in other than that on the schedule once you order and accumulate the 60% Bonus merchandise whether you have a party or not.

R.P.V. of Regular Order	Number of Garments	Qty.	Style	Size	Retail Price	Amount
$ 75	1 at 60% Discount	1	162	34 J		14.95
$ 50	2 at 60% Discount	1	262	32 J		22.95
$250	5 at 60% Discount					
$350	4 at 60% Discount					
$500	5 at 60% Discount					

The 60% discount is of the Retail Price.

TOTAL RETAIL	37.90
Less 60% Discount or Retail	25.74
NET AMOUNT	12.16
Calif. add 5% on $ above for total Retail	
TOTAL Forward to Section at Right	12.16

Total Retail Value of Merchandise	127.60
Calif. add 5% Sales Tax Based on Retail Value (Exempt on Basic Purchase)	
Signature	3.45
Signature	30.45
TOTAL FOR BONUS MERCHANDISE	17.16
An R.P.V. Notice must be sent to your Sponsor each time you order.	
For SPECIAL DELIVERY Add 75¢	
AMOUNT ENCLOSED	118.17

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company

CHECK NO. 347
DATE 3-5-71
AMT. RECD 118.17

* If your R.P.V. is under $500 in one calendar month, you must order from your sponsor on a Key Distributor order form beginning the first of the following month.

REV 12/1/70

Printed in U.S.A.

HOW TO FOLD:
1. Fold order form from left to right
2. Fold bottom to top
3. Fold twice to fit #10 envelope

Postage Required to AIR MAIL orders to Home Office: One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes.

CK-34

GEO

L3

NO.

STYLE NO. 164 WHITE COTTON – Long Line – Regular Length

CUP 32/34 36 38 40 42 44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D		15.45		15.95		7.45	
DD		15.45		15.95		7.45	
E		16.45		16.95		7.90	
EE		16.45		16.95		7.90	
F		18.45		18.95		8.80	
G		19.45		19.95		9.25	
H		20.45		20.95		9.70	
Write in XL for EXTRA LONG long line with 2" lip elastic						2.00	

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

CUP 32 34 36 38 40 42 44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C		17.45		17.95		8.35	
CC		17.45		17.95		8.35	
D		18.45		18.95		8.80	
DD		18.45		18.95		8.80	
E		19.45		19.95		9.25	
EE		19.45		19.95		9.25	
F		21.45		21.95		10.15	
G		23.45		22.95		10.60	
H		25.45		23.95		11.05	
Write in XL for EXTRA LONG long line with 2" lip elastic						2.00	

STYLE NO. 364 BLACK LACE – Long Line – Regular Length

CUP 32 34 36 38 40 42 44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D		20.45		20.95		9.70	
DD		20.45		20.95		9.70	
E		21.45		21.95		10.15	
EE		21.45		21.95		10.15	
F		23.45		22.95		11.05	
G		24.45		23.95		11.50	
H		25.45		25.95		11.95	
Write in XL for EXTRA LONG long line with 2" lip elastic						2.00	

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		7.90	
402-W	Small		17.45		17.95		8.35	
403-W	Med		17.45		17.95		8.35	
404-W	Large		18.45		18.95		8.80	

FIGURE CONTROL PANTY GIRDLE – Nude – Mini Leg

401-N	Petite	17.45	17.95		8.35
402-N	Small	18.45	18.95		8.80
403-N	Med	18.45	18.95		8.80
404-N	Large	19.45	19.95		9.25
405-N	X Large	20.45	20.95		9.70

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

401-B	Petite	18.45	18.95		8.80
402-B	Small	19.45	19.95		9.25
401-B	Med	19.45	19.95		9.25
404-B	Large	20.45	20.95		9.70

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO 7302 "LUXURY" ROBE AND GO

Size Eggshell Rose xxxx					
Small			39.95		22.40
Med.		39.00	39.95		22.40
Large		39.00	39.95		22.40
X Lge.		39.00	39.95		22.40

STYLE NO 9232 "ROMANCE" PEIGNOIR SET

Eggshell Black Rose					
Small		29.00	29.95		16.90
Med.		29.00	29.95		16.90
Large		29.00	29.95		16.90
X Lge.		29.00	29.95		16.90

STYLE NO 9155 "SHEER DELIGHT" PEIGNOIR SET

Rose Sweetpea Blue					
Petite		22.00	22.95		13.05
Small		22.00	22.95		13.05
Med.		22.00	22.95		13.05
Large		22.00	22.95		13.05

STYLE NO 9154 "ELEGANCE" PEIGNOIR SET

Aqua Melon xxxx					
Petite		22.00	22.95		13.05
Small		22.00	22.95		13.05
Med.		22.00	22.95		13.05
Large		22.00	22.95		13.05

STYLE NO 9158 "MICRO MINI" PEIGNOIR SET

Black Lace – Pink lined					
Petite		22.00	22.95		13.05
Small		22.00	22.95		13.05
Med.		22.00	22.95		13.05
TOTALS SECTION ONE		TOTAL R.P.V.		TOTAL RETAIL	TOTAL WHSLE

Printed in U.S.A. **HOW TO FOLD:** 1 Fold order form from left to right. 2 Fold bottom to top. 3 Fold twice to fit #10 envelope.

STYLE NO. 362 BLACK LACE

CUP 30 32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		14.45		14.95		7.00	
C		15.45		15.95		7.45	
CC		15.45		15.95		7.45	
D		16.45		16.95		7.90	
DD		16.45		16.95		7.90	
E		18.45		18.95		8.80	
EE		18.45		18.95		8.80	
F		20.45		20.95		9.70	
G		21.45		21.95		10.15	

STYLE NO. 45 SIESTA BRA – White Only

CUP 32/34 36 38 40 42					
B		7.45		7.95	3.85
C		8.45		8.95	4.30
D		8.45		8.95	4.30
E		9.45		9.95	4.75
F		9.45		9.95	4.75

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Long Leg

SIZE					
600-W-Z	Med.	21.45	21.95		10.15
604-W-Z	Large	22.45	22.95		10.60
605-W-Z	X Large	23.45	23.95		11.05
606-W-Z	2X Lge	24.45	24.95		11.50
607-W-Z	3X Lge	25.45	25.95		11.95
608-W-Z	4X Lge	26.45	26.95		12.40
609-W-Z	5X Lge	27.45	27.95		12.85
610-W-Z	6X Lge	28.45	28.95		13.30

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Mid Leg

700-W-Z	Med.	21.45	21.95		10.15
704-W-Z	Large	22.45	22.95		10.60
705-W-Z	X Large	23.45	23.95		11.05
706-W-Z	2X Lge	24.45	24.95		11.50
707-W-Z	3X Lge	25.45	25.95		11.95
708-W-Z	4X Lge	26.45	26.95		12.40
709-W-Z	5X Lge	27.45	27.95		12.85
710-W-Z	6X Lge	28.45	28.95		13.30

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

NO.	SIZE				
601-W	Petite	18.45	18.95		8.80
604-W	Large	20.45	20.95		9.70
605-W	X Large	21.45	21.95		10.15
606-W	2X Lge	22.45	22.95		10.60

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

601-N	Petite	19.45	19.95		9.25
602-N	Small	20.45	20.95		9.70
603-N	Med	20.45	20.95		9.70
604-N	Large	21.45	21.95		10.15
605-N	X Large	22.45	22.95		10.60
606-N	2X Lge	23.45	23.95		11.05

FIGURE CONTROL PANTY GIRDLE – Black – Long Leg

601-B	Petite	20.45	20.95		9.70
602-B	Small	21.45	21.95		10.15
603-B	Med	21.45	21.95		10.15
604-B	Large	22.45	22.95		10.60
605-B	X Large	23.45	23.95		11.05
606-B	2X Lge	24.45	24.95		11.50

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

701-W	Petite	18.45	18.95		8.80
702-W	Small	19.45	19.95		9.25
703-W	Med	19.45	19.95		9.25
704-W	Large	20.45	20.95		9.70
705-W	X Large	21.45	21.95		10.15
706-W	2X Lge	22.45	22.95		10.60

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

701-N	Petite	19.45	19.95		9.25
702-N	Small	20.45	20.95		9.70
703-N	Med	20.45	20.95		9.70
704-N	Large	21.45	21.95		10.15
705-N	X Large	22.45	22.95		10.60
706-N	2X Lge	23.45	23.95		11.05

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

701-B	Petite	20.45	20.95		9.70
702-B	Small	21.45	21.95		10.15
703-B	Med	21.45	21.95		10.15
704-B	Large	22.45	22.95		10.60
705-B	X Large	23.45	23.95		11.05
706-B	2X Lge	24.45	24.95		11.50
TOTALS SECTION TWO		TOTAL R.P.V.		TOTAL RETAIL	TOTAL WHSLE

Postage Required to AIR MAIL orders to Home Office. One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes.

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

REGIONAL MANAGER ORDER FORM

DATE 3-1-1971

ORDER NO. 91

DROP SHIP TO:

NAME [illegible] Street

ADDRESS [illegible] St.

CITY & STATE [illegible] ZIP

KEY DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME [illegible] ID # (Social Security Number)

ADDRESS [illegible]

CITY & STATE [illegible] ZIP

My Sponsor is [illegible]

Begin each month with Order #1 and 0 Previous R.P.V.

Previous R.P.V. [illegible]

R.P.V. This Order 69.70

Total New R.P.V. 69.70

STYLE NO. 212 – White – All Nylon Lace - Velcro Attached - Partially Removable Cup Covers

CUP 30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A		18.45		18.95		8.80	
B							
C							
D							
E							
F		21.45		21.95		10.15	
		21.45		21.95		10.15	

Under the straps: Cotton Satin
3/4 Cup: S/R Pic
Cup Extensions: Pic
Under protection of plastic

STYLE NO. 213 – White – Marquisette and Lace Ruching

CUP 30 32 34 36 38 40						
B		22.45		23.95	11.05	
C		23.45		23.95	11.50	
D		24.45		24.95	11.50	
E		25.45		25.95	11.95	
F		26.45		26.95	12.40	

STYLE NO. 214 – White – Lace Ruching Under Cup - Removable Lace Cup Cover

CUP 30 32 34 36 38 40						
A		26.45		26.95	12.40	
B		26.45		26.95	12.40	
C		27.45		27.95	12.85	
D		27.45		27.95	12.85	
E		27.45		27.95	12.85	

STYLE NO. 311 – Black – Lace Ruching Under Cup - Removable Lace Cup Cover

CUP 30 32 34 36 38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A		28.45		28.95		13.30	
B		28.45		28.95		13.30	
C		29.45		29.95		13.75	
D		29.45		29.95		13.75	
E		29.45		29.95		13.75	
F		29.45		29.95		13.75	
TOTALS SECTION THREE		TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE	

BONUS MERCHANDISE – SPEC AL 60 DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for over-ride or maintenance qualifications is allowed on Bonus merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 302, 314, All Girdles and wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus merchandise whether you have a party or not.

R.P.V. of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT

TOTAL RETAIL

Less 60% Discount on Retail

NET AMOUNT

Calif. add 5% or 5.1% on Total Retail

TOTAL Forward to Section at Right

STYLE NO. 162 COTTON

CUP 30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		9.45		9.95		4.75	
C		10.45		10.95		5.20	
CC		10.45		10.95		5.20	
D		11.45		11.95		5.65	
DD		11.45		11.95		5.65	
E		13.45		13.95		6.55	
EE		13.45		13.95		6.55	
F		15.45		15.95		7.45	
G		16.45		16.95		7.90	
H		17.45		17.95		8.35	
I		18.45		18.95		8.80	
J		19.45		19.95		9.25	
K		20.45		20.95		9.70	
L		21.45		21.95		10.15	

162 48C – 56E add $3.00 to cost. 162 48E – 56H add $5.00 to cost. (no additional R.P.V.)

STYLE NO. 262 WHITE LACE

CUP 30 32 34 36 38 40 42 44 46						
B		12.45		12.95		6.10
C		13.45		13.95		6.55
CC		13.45		13.95		6.55
D		14.45		14.95		7.00
DD		14.45		14.95		7.00
E		16.45		16.95		7.90
EE		16.45		16.95		7.90
F		17.45		17.95		8.35
G		19.45		19.95		9.25
H		20.45		21.95		9.70
I		21.45		21.95		10.15
J		22.45		22.95		10.60
K		23.45		23.95		11.05
L		24.45		24.95		11.50

262 48C – 56E add $3.00 to cost. 262 48E – 56H add $5.00 to cost. (no additional R.P.V.)

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP 28 30 32 34 36				
AA				
A	7.45		7.95	3.85
B	7.45		7.95	3.85
C	8.45		8.95	4.30
CC	9.45		9.95	4.75
	10.45		10.95	5.20

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP 28 30 32 34 36				
A	10.45		10.95	5.20
B	11.45		11.95	5.65
C	12.45		12.95	6.10
CC	13.45		13.95	6.55
TOTALS THIS SECTION	TOTAL R.P.V.		TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION ONE	TOTAL R.P.V.		TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION TWO	TOTAL R.P.V.		TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION THREE	TOTAL R.P.V.		TOTAL RETAIL	TOTAL WHSLE
TOTALS	TOTAL R.P.V.		TOTAL RETAIL	TOTAL WHSLE

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5% where Applicable

COMPLETED BY

DATE

TOTAL FOR BONUS MERCHANDISE

CHECK NO. DATE REC'D AMT. REC'D

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED

Simmons EXHIBIT R
OBTAINED 3-10-71
BY Jerome M. Steiner, Jr.
ATTORNEY-EXAMINER
FILE NO. 702-3493

C-35 REV. 11/5/70

14

Symbra Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

DISTRICT MANAGER ORDER FORM

DATE Mar 3 1971

ORDER NO — 1 —

DROP SHIP TO:

SAME

ADDRESS

CITY & STATE ZIP

KEY DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME Fred & Ruth Mouzon 418-54-0454 ID. # (Social Security Number)

ADDRESS 114 Yale Dr SE

CITY & STATE Huntsville Ala ZIP 35801

My Sponsor is Tina Ferguson

Begin each month with Order #1 and ↑ Previous R.P.V.

My Previous R.P.V. — 0 —

R.P.V. This Order 91.25

Total New R.P.V. 91.25

STYLE NO. 164 WHITE COTTON – Long Line – Regular Length

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		9.45		9.95		5.22	
C		10.45		10.95		5.72	
CC		10.45		10.95		5.72	
D		11.45		11.95		6.22	
DD		11.45		11.95		6.22	
E		13.45		13.95		7.22	
EE		13.45		13.95		7.22	
F		15.45		15.95		8.22	
G		16.45		16.95		8.72	
H		16.45		16.95		8.72	
I		18.45		18.95		9.72	
J		19.45		19.95		10.22	
K		20.45		20.95		10.72	
L		21.45		21.95		11.22	

Add 'L' to size for EXTRA LONG (long line with 2" lip elastic) 2.00

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		9.45		9.95		5.22	
C		10.45		10.95		5.72	
CC		10.45		10.95		5.72	
D		11.45		11.95		6.22	
DD		11.45		11.95		6.22	
E	1	13.45	13.45	13.95	13.95	7.22	7.22
EE		13.45		13.95		7.22	
F	1	15.45	15.45	15.95	15.95	8.22	8.22
G		16.45		16.95		8.72	
H		16.45		16.95		8.72	
I		18.45		18.95		9.72	
J		19.45		19.95		10.22	
K		20.45		20.95		10.72	
L		21.45		21.95		11.22	

Add 'L' to size for EXTRA LONG (long line with 2" lip elastic) 2.00

STYLE NO. 164 BLACK LACE – Long Line – Regular Length

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C		10.45		10.95		5.72	
D		11.45		11.95		6.22	
DD		11.45		11.95		6.22	
E		13.45		13.95		7.22	
EE		13.45		13.95		7.22	
F		15.45		15.95		8.22	
G		16.45		16.95		8.72	
H		17.45		17.95		9.22	
I		18.45		18.95		9.72	
J		19.45		19.95		10.22	
K		20.45		20.95		10.72	
L		21.45		21.95		11.22	

Add 'L' to size for EXTRA LONG (long line with 2" lip elastic) 2.00

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		8.72	
402-W	Small		17.45		17.95		9.22	
403-W	Med		17.45		17.95		9.22	
404-W	Large		18.45		18.95		9.72	

FIGURE CONTROL PANTY GIRDLE – Nude – Mini Leg

401-N	Petite		17.45		17.95		9.22
402-N	Small		18.45		18.95		9.72
403-N	Med		18.45		18.95		9.72
404-N	Large		19.45		19.95		10.22
405-N	X Large		20.45		20.95		10.72

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

401-B	Petite		18.45		18.95		9.72
402-B	Small		19.45		19.95		10.22
403-B	Med		19.45		19.95		10.22
404-B	Large		20.45		20.95		10.72

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO 7302 "LUXURY" ROBE AND GOWN

Ezeshell Rose xxxx

Small			39.00		39.95		14.15
Med.			39.00		39.95		14.15
Large			39.00		39.95		14.15
X Large			39.00		39.95		14.15

STYLE NO 9232 "ROMANCE" PEIGNOIR SET

Ezeshell Black Rose

Small			29.00		29.95		18.35
Med.			29.00		29.95		18.35
Large			29.00		29.95		18.35
X Large			29.00		29.95		18.35

STYLE NO 9155 "SHEER DELIGHT" PEIGNOIR SET

Rose Sweetpea Blue

Petite			22.00		22.95		14.15
Small			22.00		22.95		14.15
Med.			22.00		22.95		14.15
Large			22.00		22.95		14.15

STYLE NO 9154 "ELEGANCE" PEIGNOIR SET

Aqua Melon xxxx

Petite			22.00		22.95		14.15
Small			22.00		22.95		14.15
Med.			22.00		22.95		14.15
Large			22.00		22.95		14.15

STYLE NO 9158 "MICRO MINI" PEIGNOIR SET

Black lace – Pink lined

Petite			22.00		22.95		14.15
Small			22.00		22.95		14.15
Med.			22.00		22.95		14.15

TOTALS SECTION ONE	1	TOTAL R.P.V. 18.45	TOTAL RETAIL	TOTAL WHSLE 9.72

STYLE NO. 162 BLACK LACE

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		14.45		14.95		7.72	
C		15.45		15.95		8.22	
CC		15.45		15.95		8.22	
D		16.45		16.95		8.72	
DD		16.45		16.95		8.72	
E		18.45		18.95		9.72	
EE		18.45		18.95		9.72	
F		20.45		20.95		10.72	
G		21.45		21.95		11.22	

STYLE NO. 45 SIESTA BRA – White Only

CUP	32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			7.45		7.95		4.22	
C			8.45		8.95		4.72	
D			8.45		8.95		4.72	
E			9.45		9.95		5.22	
F			9.45		9.95		5.22	

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Long Leg

701-W-Z	Petite		18.45		18.95		9.72
702-W-Z	Small		19.45		19.95		10.22
703-W-Z	Medium		19.45		19.95		10.22
704-W-Z	Large		20.45		20.95		10.72
705-W-Z	X Large		21.45		21.95		11.22
706-W-Z	2X Large		22.45		22.95		11.72

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Mid Leg

701-W-Z	Petite		19.45		19.95		10.22
702-W-Z	Small		20.45		20.95		10.72
703-W-Z	Medium		20.45		20.95		10.72
704-W-Z	Large		21.45		21.95		11.22
705-W-Z	X Large		22.45		22.95		11.72
706-W-Z	2X Large		23.45		23.95		12.22

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-W	Petite		18.45		18.95		9.72	
602-W	Small		19.45		19.95		10.22	
603-W	Med		19.45		19.95		10.22	
604-W	Large		20.45		20.95		10.72	
605-W	X Large		21.45		21.95		11.22	
606-W	2X Lge		22.45		22.95		11.72	

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

601-N	Petite		19.45		19.95		10.22
602-N	Small		20.45		20.95		10.72
603-N	Med		20.45		20.95		10.72
604-N	Large		21.45		21.95		11.22
605-N	X Large		22.45		22.95		11.72
606-N	2X Lge		23.45		23.95		12.22

FIGURE CONTROL PANTY GIRDLE – Black – Long Leg

601-B	Petite		20.45		20.95		10.72
602-B	Small		21.45		21.95		11.22
603-B	Med		21.45		21.95		11.22
604-B	Large		22.45		22.95		11.72
605-B	X Large		23.45		23.95		12.22
606-B	2X Lge		24.45		24.95		12.72

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

701-W	Petite		18.45		18.95		9.72
702-W	Small		19.45		19.95		10.22
703-W	Med		19.45		19.95		10.22
704-W	Large		20.45		20.95		10.72
705-W	X Large		21.45		21.95		11.22
706-W	2X Lge		22.45		22.95		11.72

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

701-N	Petite		19.45		19.95		10.22
702-N	Small		20.45		20.95		10.72
703-N	Med		20.45		20.95		10.72
704-N	Large		21.45		21.95		11.22
705-N	X Large		22.45		22.95		11.72
706-N	2X Lge		23.45		23.95		12.22

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

701-B	Petite		20.45		20.95		10.72
702-B	Small		21.45		21.95		11.22
703-B	Med		21.45		21.95		11.22
704-B	Large		22.45		22.95		11.72
705-B	X Large		23.45		23.95		12.22
706-B	2X Lge		24.45		24.95		12.72

TOTALS SECTION TWO		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removable Cup Covers

CUP	30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A			18.45		18.95		9.72	
B			19.45		19.95		10.22	
C			19.45		19.95		10.22	
D			19.45		19.95		10.22	
E			19.95		19.95		10.72	
F			20.45		20.95		10.72	
G			21.45		21.95		11.22	
H			21.45		21.95		11.22	

Examined EXHIBIT 5
Obtained 3-10-71
By Jerome M. Stevens
ATTORNEY-EXAMINER
FILE NO. 702-3493

STYLE NO. 213 – White – Marquisette and Lace Ruching

CUP	30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A			23.45		23.95		12.22	
B			24.45		24.95		12.72	
C			24.45		24.95		12.72	
D			24.45		24.95		12.72	
E			25.45		25.95		13.22	
F			25.45		25.95		13.22	
G			26.45		26.95		13.72	
H			26.45		26.95		13.72	

STYLE NO. 214 – White – Lace Ruching Under Cup – Removable Lace Cup Cover

CUP	32 34 36 38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA			26.45		26.95		13.72	
A			26.45		26.95		13.72	
B			27.45		27.95		14.22	
C			27.45		27.95		14.22	
D			27.45		27.95		14.22	
E			27.45		27.95		14.22	

NO. 314 – Black – Lace Ruching Under Cup – Removable Lace Cup Cover

	32 34 36 38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
			28.45		28.95		14.72	
			28.45		28.95		14.72	
			29.45		29.95		15.22	
			29.45		29.95		15.22	
			29.45		29.95		15.22	
			29.45		29.95		15.22	

S SECTION THREE		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired, if no bonus merchandise is the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for over-maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the unit's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate Bonus Merchandise whether you have a party or not.

Number of Garments	Qty.	Style	Size	Retail Price	AMOUNT
1 at 60% Discount	1	214	36C		27.95
2 at 60% Discount					
3 at 60% Discount		Bonus	1		
4 at 60% Discount				TOTAL RETAIL	27.95
5 at 60% Discount				Less 60% Discount on Retail	16.77
The 60% discount is on Retail Price.				NET AMOUNT	10.18
				Calif. add 5% or 5.5% on Total Retail	
				TOTAL Forward to Section at Right	10.18

STYLE NO. 162 COTTON

CUP	30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			9.45		9.95		5.22	
C			10.45		10.95		5.72	
CC			10.45		10.95		5.72	
D			11.45		11.95		6.22	
DD			11.45		11.95		6.22	
E			13.45		13.95		7.22	
EE			13.45		13.95		7.22	
F			15.45		15.95		8.22	
G			16.45		16.95		8.72	
H			17.45		17.95		9.22	
I			18.45		18.95		9.72	
J			19.45		19.95		10.22	
K			20.45		20.95		10.72	
L			21.45		21.95		11.22	

362 48C – 56E add $3.00 to cost. 162 48EE – 56H add $5.00 to cost. (no additional R.P.V.)

STYLE NO. 262 WHITE LACE

CUP	30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			12.45		12.95		6.72	
C			13.45		13.95		7.22	
CC			13.45		13.95		7.22	
D			14.45		14.95		7.72	
DD			14.45		14.95		7.72	
E		1	16.45	16.45	16.95	16.95	8.72	8.72
EE			16.45		16.95		8.72	
F		2	17.45	34.90	17.95		9.22	18.44
G			19.45		19.95		10.22	
H			20.45		20.95		10.72	
I			21.45	21.45	21.95		11.22	11.22
J			22.45		22.95		11.72	
K			23.45		23.95		12.22	
L			24.45		24.95		12.72	

262 48C – 56E add $3.00 to cost. 262 48EE – 56H add $5.00 to cost. (no additional R.P.V.)

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP	28 30 32 34 36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA			7.45		7.95		4.22	
A			7.45		7.95		4.22	
B			8.45		8.95		4.72	
C			9.45		9.95		5.22	
CC			10.45		10.95		5.72	

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP	28 30 32 34 36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A			10.45		10.95		5.72	
B			11.45		11.95		6.22	
C			12.45		12.95		6.72	
CC			13.45		13.95		7.22	

TOTALS THIS SECTION	4	TOTAL R.P.V. 72.80	TOTAL RETAIL	TOTAL WHSLE 38.35
TOTALS SECTION ONE	1	TOTAL R.P.V. 18.45	TOTAL RETAIL	TOTAL WHSLE 9.72
TOTALS SECTION TWO		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION THREE		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS	5	TOTAL R.P.V. 91.25	TOTAL RETAIL	TOTAL WHSLE 48.07

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% where Applicable

TOTAL FOR BONUS MERCHANDISE 10.18

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢ .75

AMOUNT ENCLOSED 59.03

CHECK NO. 145

DATE REC'D 3-3-71

59.03 REC'D

COMPLETED BY

DATE

WITH B/O MEMO

CX-36

REV. 12/1/70

664 a

Printed in U.S.A. HOW TO FOLD: 1 Fold order form from left to right. 2 Fold bottom to top 3 Fold twice to fit #10 envelope.

Postage Required to AIR MAIL orders to Home Office. One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes

15

STYLE NO. 164 WHITE COTTON – Long Line – Regular Length

32 34 36 38 40 42 44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
		15.45		15.95		8.22	
		15.45		15.95		8.22	
		16.45		16.95		8.72	
		16.45		16.95		8.72	
		16.45		16.95		8.72	
		19.45		19.95		10.22	
						10.72	
XL – EXTRA LONG LINE with 2 Tops						2.00	

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

34 36 38 40 42 44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
		15.45		15.95		8.22	
		15.45		15.95		8.22	
		16.45		16.95		8.72	
		16.45		16.95		8.72	
		16.45		16.95		8.72	
		19.45		19.95		10.22	
						10.72	
XL – EXTRA LONG LINE with 2 Tops						2.00	

STYLE NO. 364 BLACK LACE – Long Line – Regular Length

34 36 38 40 42 44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
						10.72	
						10.72	
						11.22	
						11.22	
						11.72	
XL – EXTRA LONG LINE with 2 Tops						2.00	

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
Petite		16.45		16.95			
Small		17.45		17.95			
Med		17.45		17.95			
Large		17.45		17.95			
X Large		18.45		18.95			

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
Petite		17.45		17.95		9.22	
Small		18.45		18.95		9.72	
Med		18.45		18.95		9.72	
Large		19.45		19.95		10.22	
X Large		20.45		20.95		10.72	

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO. 362 BLACK LACE

CUP 30 32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		14.45		14.95		7.72	
C		15.45		15.95		8.22	
CC		15.45		15.95		8.22	
D		16.45		16.95		8.72	
DD		16.45		16.95		8.72	
E		16.45		16.95		8.72	
EE		19.45		19.95		10.22	
F		20.45		20.95		10.72	
G		21.45		21.95		11.22	

STYLE NO. 45 SIESTA BRA – Matte Satin

CUP 32 34	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B							
C							
D							
E							
F							

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Long Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
Petite							
Small							
Med							
Large							
X Large							

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – [illegible] – Long Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
Petite							
Small							
Med							
Large							
X Large							

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
Petite							
Small							
Med							
Large							
X Large							

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
402-N Petite		17.45		17.95		9.22	
402-N Small		18.45		18.95		9.72	
402-N Med		18.45		18.95		9.72	
402-N Large		19.45		19.95		10.22	
402-N X Large		20.45		20.95		10.72	

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
402-W Large		19.45		19.95		10.22	
X Large		1.45		1.95		11.22	
402-W 2X Large							

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
602-N Petite		19.45		19.95		10.22	
602-N Small		20.45		20.95		10.72	
602-N Med		20.45		20.95		10.72	
602-N Large		21.4		21.95		11.22	
602-N X Large		22.45		22.95		11.72	
602-N 2X Large							

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
602-B Petite		20.45		20.95		10.72	
602-B Small		21.45		21.95		11.22	
602-B Med				21.95		11.22	
602-B Large		22.45		22.95		11.72	
602-B X Large		23.45		23.95		12.22	
602-B 2X Large							

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
202-W Petite		18.45		18.95		9.72	
202-W Small		19.45		19.95		10.22	
202-W Med		19.45		19.95		10.22	
202-W Large		20.45		20.95		10.72	
202-W X Large		21.45		21.95		11.22	
202-W 2X Large							

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
202-N Petite		19.45		19.95		10.22	
202-N Small		20.45		20.95		10.72	
202-N Med		20.45		20.95		10.72	
202-N Large		21.45		21.95		11.22	
202-N X Large		22.45		22.95		11.72	
202-N 2X Large							

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
Petite		20.45		20.95		10.72	
Small		21.45		21.95		11.22	
Med		21.45		21.95		11.22	
Large		22.45		22.95		11.72	
X Large		23.45		23.95		12.22	
2X Large		24.45		24.95		12.72	

TOTALS SECTION TWO | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE

HOW TO ORDER

Symbra Ette

P.O. BOX 5230 • SAN JOSE, CALIFORNIA 95150

DISTRICT MANAGER ORDER FORM

DATE ORDER NO.

DROP SHIP TO:

NAME

ADDRESS

CITY & STATE

ZIP

KEY DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME | ID # (Social Security Number)

ADDRESS

CITY & STATE | ZIP

STYLE NO. 212 – White – All Nylon Lace – Uniform Attached Removable Cup Covers

CUP 30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
				19.95		9.72	
				19.95		10.22	
				19.95		10.22	
				19.95		10.22	
				20.95		10.72	
		21.45		21.95		11.22	
		21.45		21.95		11.22	

Simonsen EXPIRES T
OBTAINED 3-10-71
BY Jerome M. Steiner, Jr.
ATTORNEY-EXAMINER
FILE NO. 702-3493

STYLE NO. 213 – White – Marquisette and Lace Ruching

CUP							
A		23.45		23.95		12.22	
B		24.45		24.95		12.72	
C		24.45		24.95		12.72	
D		24.45		24.95		12.72	
E		25.45		25.95		13.22	
F		25.45		25.95		13.22	
G		26.45		26.95		13.72	

STYLE NO. 214 – White – Lace Ruching Under Cup – Removable Lace Cup Cover

CUP 32 34 36 38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA		26.45		26.95		13.72	
A		26.45		26.95		13.72	
B		27.45		27.95		14.22	
C		27.45		27.95		14.22	
D		27.45		27.95		14.22	

STYLE NO. 162 COTTON

CUP							
				10.45		10.95	
				10.45		10.95	
D				11.45		11.95	
DD				11.45		11.95	
E				11.45		11.95	
EE				11.45		11.95	
F				12.45		12.95	
G				16.45		16.95	
H				17.45		17.95	
				18.45		18.95	
J				19.45		19.95	
K				20.45		20.95	
L				21.45		21.95	

STYLE NO. 262 WHITE LACE

CUP 30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B				12.45		12.95	
C				13.45		13.95	
CC				13.45		13.95	
D				14.45		14.95	
DD				14.45		14.95	
E				16.45		16.95	
EE				16.45		16.95	
F				17.45		17.95	
G				19.45		19.95	10.22
H							

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP							
A							
B							

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP							
A				10.5		10.95	
B				11.45		11.95	

BONUS MERCHANDISE – SPECIAL 50% DISCOUNT

QUALIFIED

	QTY	Style	Size	Retail Price	AMOUNT
	1	1	34	11.95	11.95

TOTALS THIS SECTION | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE

TOTALS SECTION ONE | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE

TOTALS SECTION TWO | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE

TOTALS SECTION THREE | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE

TOTALS | TOTAL R.P.V. | TOTAL RETAIL | TOTAL WHSLE

Number of Pieces Ordered

Number of Pieces Returned

Number of Pieces Current

$ 1.95 1 at 60% Discount

$ 3.90 2 at 60% Discount

$ 5.85 3 at 60% Discount

$ 7.80 4 at 60% Discount

$ 9.75 5 at 60% Discount

The 60% discount is on the Retail Price.

TOTAL RETAIL

Less 60% Discount on Retail

NET AMOUNT

Calif. add 5% or 5.5% Total Retail

TOTAL Forward to Section at Right

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

An R.P.V. Notice must be sent to your Sponsor each time you order.

FOR SPECIAL DELIVERY

AMOUNT ENCLOSED

665

CX-37

Symbra Etie

P.O. BOX 5210 • VAN NUYS, CALIFORNIA 91413

SUPERVISOR ORDER FORM

DROP SHIP TO:

NAME Bernie Shaw

ADDRESS 715 a. Citrus

CITY & STATE Burbank Calif. ZIP 91502

KEY DISTRICT OR

MINIMUM ORDER 3 ITEMS AT ONE TIME

NAME Evelyn [illegible] U.S. Social Security Number

ADDRESS 326 S [illegible]

CITY & STATE Hollywood Calif. 90036

My Sponsor is Margaret Lieb

Summonsen Pmp. Exam'r. U

OBTAINED 3-10-74

BY Jerome M. Stevens, Jr.

ATTORNEY-EXAMINER

FILE NO. 702-3493

STYLE NO. 368 WHITE COTTON – Long Line – Regular Length

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	40 42 44							
			15.45					7.00
			16.4					9.55
			16.4		16.95			9.55
					18.95			10.65
			19.45		19.95			11.20
			20.45		20.95			11.75

Add'l. $2.00 EXTRA LONG Line with 2" Tip elastic 2.00

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	32 34 36 38 40 42 44							
			15.45					7.00
			16.4					9.55
D			16.4		16.95			9.55
					18.95			10.65
			19.45		19.95			11.20
			19.45		19.95			11.20
			20.45		20.95			11.75
			22.45					12.30

Add'l. $2.00 EXTRA LONG Line with 2" Tip elastic 2.00

STYLE NO. 364 BLACK LACE – Long Line – Regular Length

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	32 34 36 38 40 42 44							
			20.45					11.75
			21.45					12.30
E			21.45					12.30
			23.4		23.95			13.40
G			24.45		24.95			13.95
			25.45		25.95			14.50

Add'l. $2.00 EXTRA LONG Line with 2" Tip elastic 2.00

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
203 W	Petite		16.45		16.95		9.35	
204 W	Small		17.4		17.95		10.10	
205 W	Med.		17.4				10.10	
206 W	Large		18.45		18.95		10.65	
207 W	X Large		19.45		19.95		11.20	

STYLE NO. 362 BLACK LACE

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	34 36 38 40 42							
D			16.45		16.95		9.35	
			16.45		16.95		9.35	
			17.4		17.95		10.10	
			18.45		18.95		10.65	
			19.45		19.95		11.20	
			19.45		19.95		11.20	
			20.45		20.95		11.75	
			21.45		21.95		12.30	

STYLE NO. 45 SIESTA BRA – White Only

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	32 34 36 38 40 42							
			8.45		8.95		5.00	
			9.45		9.95		5.70	

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
201 N	Petite		16.45		16.95		9.35	
202 N	Small		17.4		17.95		10.10	
203 N	Med.		17.4		17.95		10.10	
204 N	Large		18.45		18.95		10.65	
205 N	X Large		19.45		19.95		11.20	
201 W	Petite		16.45		16.95		9.35	
202 W	Small		17.4		17.95		10.10	
203 W	Med.		17.4		17.95		10.10	
204 W	Large		18.45		18.95		10.65	
205 W	X Large		19.45		19.95		11.20	

FIGURE CONTROL PANTY GIRDLE – Nude

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
201 N	Petite		16.45		16.95		9.35	
202 N	Small		17.4		17.95		10.10	
203 N	Med.		17.4		17.95		10.10	
204 N	Large		18.45		18.95		10.65	
205 N	X Large		19.45		19.95		11.20	

FIGURE CONTROL PANTY GIRDLE – Black

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
201 B	Petite		16.45		16.95		9.35	
202 B	Small		17.4		17.95		10.10	
203 B	Med.		17.4		17.95		10.10	
204 B	Large		18.45		18.95		10.65	
205 B	X Large		19.45		19.95		11.20	

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached Partially Removable Cup Covers

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	30 32 34 36 38							
			18.45					10.65
C			19.45					11.20
D			19.45		19.95			11.20
E			20.45		20.95			11.75
F			21.45		21.95			12.30
G			21.45		21.95			12.30

STYLE NO. 213 – White – Marquisette and Lace Bustline

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	32 34 36 38							
			23.45		23.95			13.40
B			24.45		24.95			13.95
C			24.45		24.95			13.95
D			24.45		24.95			13.95
E			25.45		25.95			14.50
DD			25.4		25.95			14.50
F			26.45		26.95			15.05
G			26.45		26.95			15.05

STYLE NO. 214 – White – Lace Covering Lace Cup – Lace Lace Cup Cover

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	32 34 36							
AA			26.45					15.05
A			26.45					15.05
D								

STYLE NO. 262 WHITE LACE

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	32 34 36 38 40 42 44							
C			13.45					7.70
CC			13.45					7.70
D			14.4					8.25
DD			14.4					8.25
E								
EE								
F								

STYLE NO. 103 COTTON BANDEAU – Center Divide

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	32 34							
AA			7.45		7.95		4.65	
A			7.45		7.95		4.65	
B			8.45		8.95		5.25	
C			9.45		9.95		5.70	
D			10.45		10.95		6.25	

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	30 32 34 36							
			10.45		10.95			
			11.45		11.95			
			12.45		12.95			
			13.45		13.95			

TOTALS THIS SECTION	1	1	TOTAL R.P.V. 1445	TOTAL RETAIL
TOTALS SECTION ONE			TOTAL R.P.V.	TOTAL RETAIL
TOTALS SECTION TWO		1	TOTAL R.P.V. 2045	TOTAL RETAIL
TOTALS SECTION THREE		3	TOTAL R.P.V. 4635	TOTAL RETAIL
TOTALS		5	TOTAL R.P.V. 9525	TOTAL RETAIL

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail $ 5% Where Applicable

Ethel Mansueto

TOTAL FOR GOODS

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO. 7302 "LUXURY" ROBE AND GOWN

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	Rose							
	Petite		24.00		24.95			13.40
	Small		24.00		24.95			13.40
	Med.		25.00		25.95			14.00
	Large		25.00		25.95			14.00
	X Large		25.00		25.95			14.00

STYLE NO. 9252 "ROMANCE" PEIGNOIR SET

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	Rose							
	Petite		29.00		29.95			16.80
	Small		29.00		29.95			16.80
	Med.		29.00		29.95			16.80
	Large		29.00		29.95			16.80
	X Large		29.00		29.95			16.80

STYLE NO. 9255 "SILVER DELIGHT" PEIGNOIR SET

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	Rose – Blue							
	Petite		22.00		22.95			13.25
	Small		22.00		22.95			13.25
	Med.		22.00		22.95			13.25
	Large		22.00		22.95			13.25
	X Large		22.00		22.95			13.25

STYLE NO. 9258 "ELEGANCE" PEIGNOIR SET

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	Rose – Blue							
	Petite		22.00		22.95			13.25
	Small		22.00		22.95			13.25
	Med.		22.00		22.95			13.25
	Large		22.00		22.95			13.25
	X Large		22.00		22.95			13.25

STYLE NO. 9158 "MICRO MINI" PEIGNOIR SET

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	Rose – Pink lined							
	Petite		22.00		22.95			13.25
	Small		22.00		22.95			13.25
	Med.		22.00		22.95			13.25

TOTALS SECTION ONE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE	

HOW TO FOLD: 1. Fold on dotted line from left to right. 2. Fold bottom to top.

Postage Required for AIR MAIL orders to Foreign Countries

667

CY-38

7

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

SUPERVISOR ORDER FORM

DATE 3-6-71
ORDER NO. 3

SHIP TO:
Arlene Brown
Route 6 Box 798
Patton Miss. 36301
STATE ZIP

DISTRIBUTOR

MINIMUM ORDER 5 ITEMS AT ONE TIME

Essie Lee Loftin
NAME I.D. # (Social Security Number)
206 E. Woodland
ADDRESS
Hartman Ark. 36301
CITY & STATE ZIP
My Sponsor is Frances Flaherty

Beg. each month with Order #1 and 7 Prev. R.P.V.
R.P.V. this Order 159.75
Total to a R.P.V. 331.10

STYLE NO. 164 WHITE COTTON – Long Line – Regular Length

CUP	30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			14.45		14.95		9.00	
C			15.45		15.95		9.00	
CC			15.45		15.95		9.55	
D			16.45		16.95		9.55	
DD			16.45		16.95		9.55	
E			18.45		18.95		10.65	
EE			18.45		18.95		11.20	
F			20.45		20.95		11.75	
G			21.45		21.95		12.30	

Write in XL for EXTRA LONG line with 2" hip inserts 2.00

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

CUP	30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			14.45		14.95		10.10	
C			15.45		15.95		10.10	
CC			15.45		15.95		10.65	
D			16.45		16.95		10.65	10.65
DD			16.45		16.95		10.65	
E			18.45		18.95		11.20	11.20
EE			18.45		18.95		11.20	
F			20.45		20.95		11.75	11.75
G			21.45		21.95		12.30	12.30
H			21.45		21.95		13.40	13.40

Write in XL for EXTRA LONG line with 2" hip inserts 2.00

STYLE NO. 264 BLACK LACE – Long Line – Regular Length

CUP	32 34 36 38 40 42 44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
D			20.45		20.95		11.75	
DD			20.45		20.95		11.75	
E			21.45		21.95		12.30	
EE			21.45		21.95		12.30	
F			21.45		21.95		13.40	
G			21.45		21.95		13.95	
H			21.45		21.95		14.50	

Write in XL for EXTRA LONG line with 2" hip inserts 2.00

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
407-W	Petite		16.45		16.95		9.55	
402-W	Small		17.45		17.95		10.10	
403-W	Med.		17.45		17.95		10.10	
404-W	Large		18.45		18.95		10.65	
405-W	X Large		19.45		19.95		11.20	
406-W	2X Lge		20.45		20.95		11.75	

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
407-B	Petite		16.45		16.95		9.55	
402-B	Small		17.45		17.95		10.10	
403-B	Med.		17.45		17.95		10.10	
404-B	Large		18.45		18.95		10.65	
405-B	X Large		19.45		19.95		11.20	
406-B	2X Lge		20.45		20.95		11.75	

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO. 9202 "FLEURY" ROBE AND GOWN

Rose	Black	Aqua	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	TOTAL COST
Small				39.00	39.95	26.30		
Med.				39.00	39.95	26.30		
Large				39.00	39.95	26.30		
X Lge.				39.00	39.95	26.30		

STYLE NO. 9232 "ROMANCE" PEIGNOIR SET

Rose/Mint	Black	Rose	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	TOTAL COST
Small				29.00	29.95	19.80		
Med.				29.00	29.95	19.80		
Large				29.00	29.95	19.80		
X Lge.				29.00	29.95	19.80		

STYLE NO. 9155 "SHEER DELIGHT" PEIGNOIR SET

Rose	Sweetpea	Blue	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	TOTAL COST
Petite				22.00	22.95	15.25		
Small				22.00	22.95	15.25		
Med.				22.00	22.95	15.25		
Large				22.00	22.95	15.25		

STYLE NO. 9154 "ELEGANCE" PEIGNOIR SET

Aqua	Melon	XXXX	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	TOTAL COST
Petite				22.00	22.95	15.25		
Small				22.00	22.95	15.25		
Med.				22.00	22.95	15.25		
Large				22.00	22.95	15.25		

STYLE NO. 9158 "MICRO MINI" PEIGNOIR SET

Black Lace – Pink Lined	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	TOTAL COST
Petite		22.00	22.95	15.25		
Small		22.00	22.95	15.25		
Med.		22.00	22.95	15.25		

TOTALS SECTION ONE 3/pr 4	TOTAL R.P.V. 92.80	TOTAL RETAIL	TOTAL WHSLE 52.55	

STYLE NO. 362 BLACK LACE

CUP	30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			14.45		14.95		8.45	
C			15.45		15.95		9.00	
CC			15.45		15.95		9.00	
D			16.45		16.95		9.55	
DD			16.45		16.95		9.55	
E			18.45		18.95		10.65	
EE			18.45		18.95		10.65	
F			20.45		20.95		11.75	
G			21.45		21.95		12.30	

STYLE NO. 45 SIESTA BRA – White Only

CUP	32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			7.45		7.95		4.60	
C			8.45		8.95		5.15	
D		3	8.45	25.35	8.95	26.85	5.15	15.45
E	2	2	9.45	18.90	9.95	19.90	5.70	11.40
F	1	5	9.45	37.80	9.95	39.80	5.70	28.50

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Long Leg

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
600-W-Z Med.		21.45		21.95		12.30	
601-W-Z Large		22.45		22.95		12.85	
602-W-Z X Large		23.45		23.95		13.40	
603-W-Z 2X Lge		24.45		24.95		13.95	
604-W-Z 3X Lge		25.45		25.95		14.50	
605-W-Z 4X Lge		26.45		26.95		15.05	
606-W-Z 5X Lge		27.45		27.95		15.60	
610-W-Z 6X Lge		28.45		28.95		16.15	

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Mid Leg

700-W-Z Med.		21.45		21.95		12.30	
701-W-Z Large		22.45		22.95		12.85	
702-W-Z X Large		23.45		23.95		13.40	
703-W-Z 2X Lge		24.45		24.95		13.95	
704-W-Z 3X Lge		25.45		25.95		14.50	
708-W-Z 4X Lge		26.45		26.95		15.05	
709-W-Z 5X Lge		27.45		27.95		15.60	
710-W-Z 6X Lge		28.45		28.95		16.15	

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-W	Petite		18.45		18.95		10.65	
602-W	Small		19.45		19.95		11.20	
603-W	Med.		19.45		19.95		11.20	
604-W	Large		20.45		20.95		11.75	
605-W	X Large		21.45		21.95		12.30	
606-W	2X Lge		22.45		22.95		12.85	

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-N	Petite		19.45		19.95		11.20	
602-N	Small		20.45		20.95		11.75	
603-N	Med.		20.45		20.95		11.75	
604-N	Large		21.45		21.95		12.30	
605-N	X Large		22.45		22.95		12.85	
606-N	2X Lge		23.45		23.95		13.40	

FIGURE CONTROL PANTY GIRDLE – Black – Long Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
601-B	Petite		20.45		20.95		11.75	
602-B	Small		21.45		21.95		12.30	
603-B	Med.		21.45		21.95		12.30	
604-B	Large		22.45		22.95		12.85	
605-B	X Large		23.45		23.95		13.40	
606-B	2X Lge		24.45		24.95		13.95	

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
701-W	Petite		18.45		18.95		10.65	
702-W	Small		19.45		19.95		11.20	
703-W	Med.		19.45		19.95		11.20	
704-W	Large	M.L 1XX	20.45	3.45	20.95		11.75	11
705-W	X Large		21.45		21.95		12.30	
706-W	2X Lge		22.45		22.95		12.85	

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg 2" inserts 2

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
701-N	Petite		19.45		19.95		11.20	
702-N	Small		20.45		20.95		11.75	
703-N	Med.		20.45		20.95		11.75	
704-N	Large		21.45		21.95		12.30	
705-N	X Large		22.45		22.95		12.85	
706-N	2X Lge		23.45		23.95		13.40	

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
701-B	Petite		20.45		20.95		11.75	
702-B	Small		21.45		21.95		12.30	
703-B	Med.		21.45		21.95		12.30	
704-B	Large		22.45		22.95		12.85	
705-B	X Large		23.45		23.95		13.40	
706-B	2X Lge		24.45		24.95		13.95	

TOTALS SECTION TWO 1/3/pr 7	TOTAL R.P.V. 77.15	TOTAL RETAIL	TOTAL WHSLE 47.	

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removeable Cup Covers

CUP	30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			19.45		19.95		10.65	
C			19.45		19.95		11.20	
CC			19.45		19.95		11.20	
D			19.45		19.95		11.20	
DD			20.45		20.95		11.75	
E			20.45		20.95		11.75	
EE			21.45		21.95		12.30	
F			21.45		21.95		12.30	

Samonsen EXAMINED 3-10-71 V
OBTAINED
BY Emma M. Stamey, Jr.
ATTORNEY EXAMINER
FILE NO. 702-3493

STYLE NO. 213 – White – Marquisette and Lace Rusching

CUP	32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			23.45		23.95		13.40	
C			24.45		24.95		13.95	
CC			24.45		24.95		13.95	
D			24.45		24.95		13.95	
DD			25.45		25.95		14.50	
E			25.45		25.95		14.50	
EE			26.45		26.95		15.05	
F			26.45		26.95		15.05	

STYLE NO. 214 – White – Lace Rusching Under Cup – Removable Lace Cup Cover

CUP	32 34 36 38	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			26.45		26.95		15.05	
C			26.45		26.95		15.05	
CC			27.45		27.95		15.60	
D			27.45		27.95		15.60	
DD			27.45		27.95		15.60	
E			27.45		27.95		15.60	
EE			28.45		28.95		16.15	
F			28.45		28.95		16.15	
G			29.45		29.95		16.70	
H			29.45		29.95		16.70	
I			29.45		29.95		16.70	
J			29.45		29.95		16.70	

TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE	

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is ordered, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for over- or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 364, all Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant chooses, such as Hostess Gift, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate 60% Bonus Merchandise whether you have a party or not.

COMPLETED BY
DATE 3-6-71
B/O MEMO

Number of Garments	Qty.	Style	Size	Retail Price	AMOUNT
1 at 60% Discount	1	605W	XLge		21.95
2 at 60% Discount	1	608W2	48 Bra		26.95
3 at 60% Discount					
4 at 60% Discount					
5 at 60% Discount					
The 60% discount is on the Retail Price.			TOTAL RETAIL		48.90
			Less 60% Discount on Retail		29.34
			NET AMOUNT		19.56
			Calif. add 5% or 5½% on Total Retail		
			TOTAL Forward to Section at Right		19.56

STYLE NO. 162 COTTON

CUP	30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			9.45		9.95		5.70	
C			10.45		10.95		6.25	
CC			10.45		10.95		6.25	
D			11.45		11.95		6.80	
DD			11.45		11.95		6.80	
E			13.45		13.95		7.90	
EE			13.45		13.95		7.90	
F			15.45		15.95		9.00	
G			16.45		16.95		9.55	
H			17.45		17.95		10.10	
I			18.45		18.95		10.65	
J			19.45		19.95		11.20	
K			20.45		20.95		11.75	
L			21.45		21.95		12.30	

162-40C – 56E add $3.00 to cost; 162-40E – 56H add $5.00 to cost, (no additional R.P.V.)

STYLE NO. 262 WHITE LACE

CUP	30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			12.45		12.95		7.35	
C			13.45		13.95		7.90	
CC			13.45		13.95		7.90	
D			14.45		14.95		8.45	
DD			14.45		14.95		8.45	
E			16.45		16.95		9.55	
EE			16.45		16.95		9.55	
F			17.45		17.95		10.10	
G			19.45		19.95		11.20	
H			20.45		20.95		11.75	
I			21.45		21.95		12.30	

262-40C – 56E add $3.00 to cost; 262-40E – 56H add $5.00 to cost, (no additional R.P.V.)

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP	28 30 32 34 36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA			7.45		7.95		4.60	
A			7.45		7.95		4.60	
B			8.45		8.95		5.15	
C			9.45		9.95		5.70	
CC			10.45		10.95		6.25	

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP	28 30 32 34 36	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A			10.45		10.95		6.25	
B			11.45		11.95		6.80	
C			12.45		12.95		7.35	
CC			13.45		13.95		7.90	

TOTALS THIS SECTION	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE	
TOTALS SECTION ONE 1/3/pr 4	TOTAL R.P.V. 92.80	TOTAL RETAIL	TOTAL WHSLE 52.55	
TOTALS SECTION TWO 1/3/pr 7	TOTAL R.P.V. 77.15	TOTAL RETAIL	TOTAL WHSLE 47.95	
TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE	
TOTALS 5-6/pr 11	TOTAL R.P.V. 159.95	TOTAL RETAIL	TOTAL WHSLE	

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% Where Applicable

2 yr. Cvg. Ext. .70

TOTAL FOR BONUS MERCHANDISE 19.56

CHECK NO. 16 120.76
DATE REC'D 3-6-71
AMT. REC'D

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED 120.76

REV. 11/1/70

CX-39

669

Printed in U.S.A.

HOW TO FOLD: 1. Fold order form from left to right. 2. Fold bottom to top. 3. Fold twice to fit 910 envelope.

Postage Required to AIR MAIL orders to Home Office. One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes.

8

Cynthia Ea-

P.O. BOX 5210 • SAN JOSE, CALIFORNIA 95150

SENIOR KEY ORDER FORM

DROP SHIP TO

NAME

ADDRESS

CITY STATE ZIP

KEY DISTRIBUTOR

MINIMUM ORDER 3 ITEMS AT ONE TIME

NAME

ADDRESS

CITY STATE ZIP

My Sponsor

ID # (Last 4 Digits Social Security Number)

Simonsen BARGAIN W

OBTAINED 2-10-71

BY Jerome M Steiner, Jr

ATTORNEY EXAMINER

FILE NO 70-2-3493

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removable Cup Cling's

CUP	QTY EACH	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	WHSLE EACH	WHSLE TOTAL
		18.45	16.95			11.57	
		19.45	17.95			12.17	
		19.45	17.95			12.17	
		19.45	17.95			12.17	
		20.45	18.95			12.77	
		20.45	18.95			12.77	
		21.45	19.95			13.37	
		21.45	19.95			13.37	

STYLE NO. 213 – White – Marguisette and Lace Ruching

CUP				
	23.45	21.95		14.57
	24.45	22.95		15.17
	24.45	22.95		15.17
	24.45	22.95		15.17
	25.45	23.95		15.77
	26.45	24.95		16.37
	26.45	24.95		16.37

STYLE NO. 214 – White – Lace Ruching Under Cup – Removable Lace Cup Cover

CUP				
AA	26.45	24.95		16.37
A	26.45	24.95		16.37
B	27.45	25.95		16.97
C	27.45	25.95		16.97
D	27.45	25.95		16.97
DD	27.45	25.95		16.97

TOTALS SECTION THREE — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of the order is forfeited towards bonus merchandise. NO R.P.V. credit for overrule or merchandise qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

262, 263, 203, 212, 213, 214, 303, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus Merchandise whether you have a party or not.

R.P.V. of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT
1	262	34	24.95	24.95

TOTAL RETAIL 24.95

Less 60% Discount on Retail 14.97

NET AMOUNT 9.98

Calif. add 5% or 5½% on Total Retail

TOTAL Forward to Section at Right 9.98

STYLE NO. 162 COTTON

CUP	30	32	34	36	38	40	42	44	QTY EACH	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	WHSLE EACH	WHSLE TOTAL
										10.45		10.95		6.77	
										10.45		10.95		6.77	
										11.45		11.95		7.37	
										11.45		11.95		7.37	
										13.45		13.95		8.57	
										13.45		13.95		8.57	
										15.45		15.95		9.77	
										16.45		16.95		10.37	
										17.45		17.95		10.97	
										18.45		18.95		11.57	
										19.45		19.95		12.17	
										20.45		20.95		12.77	
										21.45		21.95		13.37	

D = 36E add $3.00 to cost. 36DD = 36E + 36DD add $6.00 to cost.

STYLE NO. 262 WHITE LACE

CUP	30	32	34	36	38	40	42	44	QTY EACH	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	WHSLE EACH	WHSLE TOTAL
A										12.45		12.95		8.57	
B										13.45		13.95		9.17	
C										13.45		13.95		9.17	
D										14.45		14.95		9.77	
DD										14.45		14.95		9.77	
E										16.45		16.95		10.97	
EE										16.45		16.95		10.97	
F										17.45		17.95		11.57	
G										19.45		19.95		12.77	
H										20.45		20.95		13.37	
I										21.45		21.95		13.97	

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP	28	30	32	34	36	QTY EACH	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	WHSLE EACH	WHSLE TOTAL
AA							7.45		7.95		4.97	
A							7.45		7.95		4.97	
B							8.45		8.95		5.57	
C							9.45		9.95		6.17	
CC							10.45		10.95		6.77	

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP	28	30	32	34	36	QTY EACH	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	WHSLE EACH	WHSLE TOTAL
A							10.45		10.95		6.77	
B							11.45		11.95		7.37	
C							12.45		12.95		7.97	
CC							13.45		13.95		8.57	

TOTALS THIS SECTION	4	TOTAL R.P.V. 5.95	TOTAL RETAIL 6.95	TOTAL WHSLE 3.97
TOTALS SECTION ONE		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION TWO	3	TOTAL R.P.V. 28.35	TOTAL RETAIL 29.85	TOTAL WHSLE 17.5
TOTALS SECTION THREE		TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS		TOTAL R.P.V. 34.15	TOTAL RETAIL 36.65	TOTAL WHSLE 21.47

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% where Applicable

TOTAL FOR BONUS MERCHANDISE

CHECK NO. 1121 DATE REC'D 2-19-71 AMT REC'D

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED 21.47

* If your R.P.V. is under $500 in one calendar month, you must order from your sponsor on a Key Distributor order form beginning the first of the following month.

REV. 10/70

CX-40

SYBARAETTE HOLIDAY LINGERIE

STYLE NO. 9132 "ROMANCE" PEIGNOIR SET

		29.00		
		29.00		
		29.00		
		29.00		

STYLE NO. 9135 "SHEER DELIGHT" PEIGNOIR SET

Petite		22.00	22.95	16.35
Small		22.50	23.95	16.35
Med.		22.00	22.95	16.35
Large		22.00	22.95	16.35

STYLE NO. 9136 "ELEGANCE" PEIGNOIR SET

Petite		22.00	22.95	16.35
Small		22.00	22.95	16.35
Med.		22.00	22.95	16.35
Large		22.00	22.95	16.35

STYLE NO. 9158 "MICRO MINI" PEIGNOIR SET

Petite		22.00	22.95	16.35
Small		22.00	22.95	16.35
Med.		22.00	22.95	16.35

TOTALS SECTION ONE — TOTAL R.P.V. — TOTAL RETAIL — TOTAL WHSLE

CONTROL PANTY GIRDLE

Petite				
Small				
Med.				
Large				
X Large				
2X Large				

FIGURE CONTROL PANTY GIRDLE – Black – Mid-Leg

702/B	Petite	23.45	21.95	14.57
702/B	Small	25.45	23.95	15.77
704/B	Med	25.45	23.95	15.77
704/B	Large	27.45	25.95	16.97
706/B	X Large	29.45	27.95	18.17
706/B	2X Lge	24.45	23.95	15.17

TOTALS SECTION TWO 3 — TOTAL R.P.V. 28.35 — TOTAL RETAIL 29.85 — TOTAL WHSLE 17.5

Printed in U.S.A. 671

HOW TO FOLD: 1 Fold order form from left to right. 2 Fold bottom to top. 3 Fold twice to fit #10 envelope.

Postage Required to AIR MAIL orders to Home Office — One order form per envelope 10¢ • Two or three order forms per envelope 20¢ • Four or more order forms use appropriate envelopes.

1C COTTON – Long Line – Regular Length

	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
		15.45		15.95		9.77	
		15.45		15.95		9.77	
		16.45		16.95		10.37	
		16.45		16.95		10.37	
		18.45		18.95		11.57	
		19.45		19.95		12.17	
		20.45		20.95		12.77	

...ALL LACE LONG – Available with 2" Adjustable ... 2.00

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

		17.45		17.95		10.97	
		18.45		18.95		11.57	
		19.45		19.95		12.17	
		20.45		20.95		12.77	
		21.45		21.95		13.37	
		22.45		22.95		13.97	
		23.45		23.95		14.57	
		24.45		24.95		15.17	

...ALL LACE LONG – Available with 2" Adjustable ... 2.00

STYLE NO. 264 BLACK LACE – Long Line – Regular Length

		20.45		20.95		12.77	
		21.45		21.95		13.37	
		22.45		22.95		13.97	
		23.45		23.95		14.57	
		24.45		24.95		15.17	

...ALL LACE LONG – Available with 2" Adjustable ... 2.00

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
		16.45		16.95		10.37	
		17.45		17.95		10.97	
		18.45		18.95		11.57	
		19.45		19.95		12.17	

STYLE NO. 362 BLACK LACE

CUP 30 32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		14.45		14.95		9.17	
C		15.45		15.95		9.77	
CC		15.45		15.95		9.77	
D		16.45		16.95		10.37	
DD		16.45		16.95		10.37	
E		16.45		16.95		10.37	
EE		18.45		18.95		11.57	
F		20.45		20.95		12.77	
		21.45		21.95		13.37	

STYLE NO. 45 SIESTA BRA – White Only

CUP 32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B	1/2	8.45	4.23	8.95	4.48	5.57	2.79
C	1/2	8.45	4.23	8.95	4.48	5.57	2.79
CC	1	8.45	8.45	8.95	8.95	5.57	5.57
D	1	9.45	9.45	9.95	9.95	6.17	6.17
DD		9.45		9.95		6.17	

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Long Leg

		21.45		21.95		13.37	

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Mid Leg

		23.45		23.95		14.57	
		24.45		24.95		15.17	
		24.45		24.95		15.17	
		24.45		24.95		15.17	
		25.45		25.95		15.77	
		25.45		25.95		15.77	
		26.45		26.95		16.37	
		26.45		26.95		16.37	

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

		18.45		18.95		11.57	
		19.45		19.95		12.17	
		19.45		19.95		12.17	
		20.45		20.95		12.77	
		21.45		21.95		13.37	
		22.45		22.95		13.97	
		23.45		23.95		14.57	
		24.45		24.95		15.17	

FIGURE CONTROL PANTY GIRDLE – Nude – Mini Leg

		17.45		17.95		10.97	
		18.45		18.95		11.57	
		18.45		18.95		11.57	
		19.45		19.95		12.17	
		20.45		20.95		12.77	

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

		18.45		18.95		11.57	
		19.45		19.95		12.17	
		19.45		19.95		12.17	
		20.45		20.95		12.77	

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO 7302 "LUXURY" ROBE AND GOWN

	Eggshell	Black	Rose	xxxx				
small					34.00	39.95	28.25	
med.					39.00	39.95	28.25	
Large					39.00	39.95	28.25	
X Lge.					39.00	39.95	28.25	

STYLE NO 9232 "ROMANCE" PEIGNOIR SET

	Eggshell	Black	Rose					
small					29.00	29.95	21.25	
med.					29.00	29.95	21.25	
Large					29.00	29.95	21.25	
X Lge.					29.00	29.95	21.25	

STYLE NO 9155 "SHEER DELIGHT" PEIGNOIR SET

	Rose	Sweetpea	Blue					
Petite					22.00	22.95	16.35	
Small					22.00	22.95	16.35	
Med.					22.00	22.95	16.35	
Large					22.00	22.95	16.35	

STYLE NO 9154 "ELEGANCE" PEIGNOIR SET

	Aqua	melon	xxxx					
Petite					22.00	22.95	16.35	
Small					22.00	22.95	16.35	
Med.					22.00	22.95	16.35	
Large					22.00	22.95	16.35	

STYLE NO 9158 "MICRO MINI" PEIGNOIR SET

	Black lace – Pink lined							
Petite					22.00	22.95	16.35	
Small					22.00	22.95	16.35	
Med.					22.00	22.95	16.35	

TOTALS SECTION ONE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

Printed in U.S.A.

HOW TO FOLD: 1. Fold order form from left to right. 2. Fold bottom to top. 3. Fold twice to fit #10 envelope.

Postage Required to AIR MAIL orders to Home Office. One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes.

Symbra Ette

P.O. BOX 5230 • SAN JOSE, CALIFORNIA 95150

SENIOR KEY ORDER FORM

DATE Dec. 5/71

ORDER NO. 3

DROP SHIP TO:

Velma Reaves
[illegible] North 17th St
Decatur Ala 35601
ZIP

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME Mrs. J. B. Hart — I.D. # (Social Security Number) 419-18-7951

ADDRESS 500 Calumny St. NW

CITY & STATE Huntsville, Ala. 35805 ZIP

My Sponsor is Pete Fetterolf

Begin each month a new Order if and if Previous R.P.V. is:

My Previous R.P.V. 177.40

R.P.V. This Order 158.85

Total New R.P.V. 336.25

Simonsen EXHIBIT X
OBTAINED 3-6-71
BY Jerome M Stevens Jr
ATTORNEY-EXAMINER
FILE NO. 702-3493

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removeable Cup Covers

	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
		19.45		19.95		11.57	
		19.45		19.95		12.17	
		19.45		19.95		12.17	
		19.45		19.95		12.17	
		20.45		20.95		12.77	
		21.45		21.95		13.37	
		21.45		21.95		13.37	

STYLE NO. 213 – White – [illegible] and Lace [illegible]

		23.45		23.95		14.57	
		24.45		24.95		15.17	
		24.45		24.95		15.17	
		24.45		24.95		15.17	
		25.45		25.95		15.77	
		25.45		25.95		15.77	
		26.45		26.95		16.37	
		26.45		26.95		16.37	

STYLE NO. 214 – White – [illegible] Cup – Removable Lace Cup Cover

		26.45		26.95		16.37	
		26.45		26.95		16.37	
		27.45		27.95		16.97	
		[illegible]		[illegible]		16.97	
		[illegible]		[illegible]		16.97	
		28.45		28.95		17.57	
		28.45		28.95		17.57	
		29.45		29.95		18.17	
		29.45		29.95		18.17	
		29.45		29.95		18.17	

TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

STYLE NO. 162 COTTON

CUP 30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		9.45		9.95		6.17	
C		10.45		10.95		6.77	
CC	1	10.45	10.45	10.95	10.95	6.77	6.77
D		11.45		11.95		7.37	
DD		11.45		11.95		7.37	
E	1	13.45	13.45	13.95	13.95	8.57	8.57
EE		13.45		13.95		8.57	
F	1	15.45	15.45	15.95	15.95	9.77	9.77
G		16.45		16.95		10.37	
H		17.45		17.95		10.97	
I		18.45		18.95		11.57	
J		19.45		19.95		12.17	
K		20.45		20.95		12.77	
L		21.45		21.95		13.37	

[illegible] 48C – 56E add $3.00 to cost; 162 48EE – 56H add $5.00 to cost, no additional R.P.V.

STYLE NO. 262 WHITE LACE

CUP 30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B	1	12.45	12.45	12.95	12.95	7.97	7.97
C	1	13.45	13.45	13.95	13.95	8.57	8.57
CC	2	13.45	26.90	13.95	27.90	8.57	17.14
D		14.45		14.95		9.17	
DD	1	14.45	14.45	14.95	14.95	9.17	9.17
E		16.45		16.95		10.37	
EE		16.45		16.95		10.37	
F		17.45		17.95		10.97	
G		19.45		19.95		12.17	
H		20.45		20.95		12.77	
I		21.45		21.95		13.37	
K		22.45		22.95		13.97	
L		23.45		23.95		14.57	
		24.45		24.95		15.17	

[illegible] 48C – 56E add $3.00 to cost; 262 48EE – 56H add $5.00 to cost, no additional R.P.V.

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP 28 30 32 34 36							
AA				7.45		7.95	4.97
A				7.45		7.95	4.97
B				8.45		8.95	5.57
C				9.45		9.95	6.17
CC				10.45		10.95	6.77

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP 28 30 32 34 36							
A				10.45		10.95	6.77
B				11.45		11.95	7.37
C				12.45		12.95	7.97
CC				13.45		13.95	8.57

TOTALS THIS SECTION	9	9	TOTAL R.P.V.	120.05	TOTAL RETAIL	124.55	TOTAL WHSLE	74.2
TOTALS SECTION ONE			TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE	
TOTALS SECTION TWO	4	4	TOTAL R.P.V.	33.80	TOTAL RETAIL	35.80	TOTAL WHSLE	22.4
TOTALS SECTION THREE			TOTAL R.P.V.		TOTAL RETAIL		TOTAL WHSLE	
TOTALS	13	13	TOTAL R.P.V.	153.85	TOTAL RETAIL	160.35	TOTAL WHSLE	96.6

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for override or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus merchandise whether you have a party or not.

RPV of Regular Order	Number of Garments	Qty.	Style	Size	Retail Price	AMOUNT
$ 75	1 at 60% Discount	1	262	32F	17.95	17.95
$150	2 at 60% Discount	1	214	34E	27.95	27.95
$250	3 at 60% Discount					
$350	4 at 60% Discount					
$500	5 at 60% Discount			TOTAL RETAIL		45.90
				Less 60% Discount on Retail		27.54
The 60% discount is on the Retail Price.				NET AMOUNT		18.36
				Calif. add 5% or 5½% on Total Retail		
				TOTAL Forward to Section at Right		18.36

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% Where Applicable

Bonus 18.36

TOTAL FOR BONUS MERCHANDISE 145.00

CHECK NO. 3/8/71 DATE REC'D. 12/10 AMT. REC'D.

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED 115.1

* If your R.P.V. is under $500 in one calendar month, you must order from your [illegible] on a Key Distributor order form beginning the first of the following month.

REV. 11/1/70

X-41

Symbra'ette

PROFORMA

PROFORMA

PROFORMA

Symbra Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

DISTRICT MANAGER ORDER FORM

DROP SHIP TO:

NAME

ADDRESS

CITY & STATE ZIP

KEY DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME I.D. # (Social Security Number)

ADDRESS

CITY & STATE ZIP

DATE

P.O. Box No. if any

R.P.V. This Order

Our Account #

EXHIBIT 7

3-10 1971

Jerome M. Steiner, Jr.

ATTORNEY-EXAMINER

NO. 202-3493

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removable Cup Covers

CUP 30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A		18.45	18.95			10.22	
B		19.45	19.95			10.22	
C		19.45	19.95			10.22	
D		19.45	19.95			10.72	
E		20.45	20.95			11.22	
EE		20.45	20.95			11.22	
F		21.45	21.95			11.22	
G		21.45	21.95			11.22	

STYLE NO. 213 – White – Marquisette and Lace Rusching

CUP 30 32 34 36 38 40							
A		23.45	23.95			12.72	
B		24.45	24.95			12.72	
C		24.45	24.95			12.72	
D		24.45	24.95			13.22	
E		25.45	25.95			13.22	
EE		25.45	25.95			13.72	
F		26.45	26.95			13.72	
G		26.45	26.95			13.72	

STYLE NO. 214 – White – Lace Rusching Under Cup – Removable Lace Cup Cover

CUP 30 32 34 36 38							
AA		26.45	26.95			13.72	
A		26.45	26.95			13.72	
B		27.45	27.95			14.22	
C		27.45	27.95			14.22	
D		27.45	27.95			14.22	
E		27.45	27.95			14.22	

STYLE NO. 362 COTTON

CUP 30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A		10.45	10.95			6.72	
B		10.45	10.95			6.72	
C		10.45	10.95			6.72	
D		10.45	10.95			6.72	
DD		10.45	10.95			6.72	
E		10.45	10.95			6.72	
EE		10.45	10.95			6.72	
F		11.45	11.95			7.22	
G		12.45	12.95			7.22	
H		13.45	13.95			7.22	
I		14.45	14.95			7.22	

362 43C – 5¢E add $3.00 to cost; 362 48EE – 5¢H add $5.00 to cost; no additional R.P.V.

STYLE NO. 262 WHITE LACE

CUP 30 32 34 36 38 40 42 44 46							
B		12.45	12.95			6.72	
C		13.45	13.95			7.22	
CC		13.45	13.95			7.22	
D		14.45	14.95			7.72	
DD		14.45	14.95			7.72	
E		16.45	16.95			8.72	
EE		16.45	16.95			8.72	
F		17.45	17.95			9.22	
G		19.45	19.95			10.22	
H		20.45	20.95			10.72	
I		21.45	21.95			11.22	

262 43C – 5¢E add $3.00 to cost; 262 48EE – 5¢H add $5.00 to cost; no additional R.P.V.

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP 28 30 32 34 36							
AA		7.45	7.95			4.22	
A		7.45	7.95			4.22	
B		8.45	8.95			4.72	
C		9.45	9.95			5.22	
CC		10.45	10.95			5.22	

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP 28 30 32 34 36							
A		10.45	10.95			6.22	
B		11.45	11.95			6.22	
C		12.45	12.95			6.72	
CC		13.45	13.95			7.22	

	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS THIS SECTION			
TOTALS SECTION ONE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION TWO	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired, if no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for override or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus Merchandise whether you have a party or not.

R.P.V. of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT
1				
1				
1				
1				

TOTAL RETAIL

Less 60% Discount on Retail

NET AMOUNT

Calif. add 5% or 5½% on Total Retail

TOTAL Forward to Section at Right

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% (Res.) Sales Tax Based on Retail Value 5½% where Applicable

COMPLETED BY

DATE

WITH 670 ALSO

TOTAL FOR BONUS MERCHANDISE

CHECK NO. 1412

DATE REC'D 6-6-71

AMT. REC'D

An R.P.V. Notice must be sent to your Sponsor each time you order.

* For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED

REV. 11/1/70

CX-43

677

Printed in U.S.A. HOW TO FOLD: 1. Fold order form from left to right.

Postage Required to AIR MAIL orders to Home Office. One order form per envelope. 10¢

STYLE NO. 164 WHITE COTTON – Long Line – Regular Length

CUP 32 34 36 38 40 42 44	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
		15.45	15.95			9.00	
		15.45	15.95			9.00	
		16.45	16.95			9.55	
		16.45	16.95			9.55	
		18.45	18.95			10.65	
		19.45	19.95			11.20	
		20.45	20.95			11.75	

Write in XL for EXTRA LONG long line with 2" lip elastic — 2.00

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

		17.45	17.95			10.10	
		17.45	17.95			10.10	
		18.45	18.95			10.65	
		18.45	18.95			10.65	
		19.45	19.95			11.20	
		19.45	19.95			11.20	
		21.45	21.95			12.30	
		22.45	22.95			12.85	
		23.45	23.95			13.40	

Write in XL for EXTRA LONG long line with 2" lip elastic — 2.00

STYLE NO. 164 BLACK LACE – Long Line – Regular Length

CUP 32 34 36 38 40 42 44							
		20.45	20.95			11.75	
		20.45	20.95			11.75	
		21.45	21.95			12.30	
		21.45	21.95			12.30	
		23.45	23.95			13.40	
		24.45	24.95			13.95	
		25.45	25.95			14.50	

Write in XL for EXTRA LONG long line with 2" lip elastic — 2.00

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	Petite		16.45	16.95			9.55	
	Small		17.45	17.95			10.10	
	Med.		17.45	17.95			10.10	
	Large		18.45	18.95			10.65	

STYLE NO. 362 BLACK LACE

CUP 30 32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		14.45	14.95			8.45	
C		15.45	15.95			9.00	
CC		15.45	15.95			9.00	
D		16.45	16.95			9.55	
DD		16.45	16.95			9.55	
E		18.45	18.95			10.65	
EE		18.45	18.95			10.65	
F		20.45	20.95			11.75	
G		21.45	21.95			12.30	

STYLE NO. 45 SIESTA BRA – White Only

CUP 32/34 36/38 40/42							
B		7.45	7.95			4.60	
C		8.45	8.95			5.15	
D		8.45	8.95			5.15	
E		9.45	9.95			5.70	
F		9.45	9.95			5.70	

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Long Leg

NO.	SIZE						
603-W-Z	Med.		21.45	21.95			12.30
604-W-Z	Large		22.45	22.95			12.85
605-W-Z	X Large		23.45	23.95			13.40
606-W-Z	2 X Lge		24.45	24.95			13.95
607-W-Z	3 X Lge		25.45	25.95			14.50
608-W-Z	4 X Lge		26.45	26.95			15.05
609-W-Z	5 X Lge		27.45	27.95			15.60
610-W-Z	6 X Lge		28.45	28.95			16.15

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Mid Leg

703-W-Z	Med.		21.45	21.95			12.30
704-W-Z	Large		22.45	22.95			12.85
705-W-Z	X Large		23.45	23.95			13.40
706-W-Z	2 X Lge		24.45	24.95			13.95
707-W-Z	3 X Lge		25.45	25.95			14.50
708-W-Z	4 X Lge		26.45	26.95			15.05
709-W-Z	5 X Lge		27.45	27.95			15.60
710-W-Z	6 X Lge		28.45	28.95			16.15

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

NO.	SIZE						
601-W	Petite		18.45	18.95			10.65
602-W	Small		19.45	19.95			11.20
603-W	Med.		19.45	19.95			11.20
604-W	Large		20.45	20.95			11.75
605-W	X Large		21.45	21.95			12.30
606-W	2X Lge		22.45	22.95			12.85

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

401-B	Petite		18.45	18.95			10.65
402-B	Small		19.45	19.95			11.20
403-B	Med.		19.45	19.95			11.20
404-B	Large		20.45	20.95			11.75

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO. 302 "LUXURY" ROBE AND GOWN

Taupe Eggshell Rose XXXX							
Small			39.00	39.95		26.30	
Med.			39.00	39.95		26.30	
Large			39.00	39.95		26.30	
X Lge.			39.00	39.95		26.30	

STYLE NO 9232 "ROMANCE" PEIGNOIR SET

Eggshell Black Rose							
Small			29.00	29.95		19.80	
Med.			29.00	29.95		19.80	
Large			29.00	29.95		19.80	
X Lge.			29.00	29.95		19.80	

STYLE NO 9155 "SHEER DELIGHT" PEIGNOIR SET

Rose Sweetpea Blue							
Petite			22.00	22.95		15.25	
Small			22.00	22.95		15.25	
Med.	N	1	22.00	22.95		15.25	15.25
Large			22.00	22.95		15.25	

STYLE NO 9154 "ELEGANCE" PEIGNOIR SET

Aqua Melon XXXX							
Petite			22.00	22.95		15.25	
Small			22.00	22.95		15.25	
Med.			22.00	22.95		15.25	
Large			22.00	22.95		15.25	

STYLE NO 9158 "MICRO MINI" PEIGNOIR SET

Black lace – Pink lined							
Petite			22.00	22.95		15.25	
Small			22.00	22.95		15.25	
Med.	679		22.00	22.95		15.25	

TOTALS SECTION ONE	1	1	TOTAL R.P.V. 22.00	TOTAL RETAIL		TOTAL WHSLE	15.25

FIGURE CONTROL PANTY GIRDLE – Black – Long Leg

601-B	Petite	20.45	20.95		11.75
602-B	Small	21.45	21.95		12.30
603-B	Med	21.45	21.95		12.30
604-B	Large	22.45	22.95		12.85
605-B	X Large	23.45	23.95		13.40
606-B	2X Lge	24.45	24.95		13.95

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

701-W	Petite	18.45	18.95		10.65
702-W	Small	19.45	19.95		11.20
703-W	Med	19.45	19.95		11.20
704-W	Large	20.45	20.95		11.75
705-W	X Large	21.45	21.95		12.30
706-W	2X Lge	22.45	22.95		12.85

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

701-B	Petite	20.45	20.95		11.75
702-B	Small	21.45	21.95		12.30
703-B	Med	21.45	21.95		12.30
704-B	Large	22.45	22.95		12.85
705-B	X Large	23.45	23.95		13.40
706-B	2X Lge	24.45	24.95		13.95

TOTALS SECTION TWO	5	5	TOTAL R.P.V. 85.25	TOTAL RETAIL		TOTAL WHSLE	49.35

Printed in U.S.A. HOW TO FOLD: 1. Fold order form from left to right. 2. Fold bottom to top. **Postage Required** to AIR MAIL orders to Home Office. One order form per envelope 10¢

Symbra'ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

SUPERVISOR ORDER FORM

DATE 3-19-71

ORDER NO. 1

DROP SHIP TO:

NAME

ADDRESS

CITY & STATE ZIP

KEY DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME Lola Bee Forquer ID # (Social Security Number)

ADDRESS P.O. Box 1052

CITY & STATE Los Lunas, N.M. 87031 ZIP

My Sponsor is Fleur Dee Shaw

Regional Month-to-Date Order at and 3 Previous R.P.V.

As Previous R.P.V. 3

R.P.V. This Order 2 38 6

Total New R.P.V. 234.3

STYLE NO. 212 – White – All Nylon Lace - Velcro Attached - Partially Removeable Cup Covers

CUP 30 32 34 36 38 40	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
A		18.45	18.95			10.65	
B		19.45	19.95			11.20	
C		19.45	19.95			11.20	
D		19.45	19.95			11.20	
E		20.45	20.95			11.75	
EE		20.45	20.95			11.75	
F		21.45	21.95			12.30	
G		21.45	21.95			12.30	

Sansoucie EXHIBIT AA
OBTAINED 3-19 1971
BY Jerome M. Stern, Jr.
ATTORNEY - EXAMINER
702-3493
FILE NO.

STYLE NO. 213 – White – Marquisette and Lace Rusching

CUP 30 32 34 36 38 40							
A		23.45	23.95			13.40	
B		24.45	24.95			13.95	
C		24.45	24.95			13.95	
D		24.45	24.95			13.95	
E		25.45	25.95			14.50	
EE		25.45	25.95			14.50	
F		26.45	26.95			15.05	
G		26.45	26.95			15.05	

RECEIVED BY MAIL DATE WITH P.O. MEMO

STYLE NO. 214 – White – Lace Rusching Under Cup - Removable Lace Cup Cover

CUP 30 32 34 36 38							
AA		26.45	26.95			15.05	
A		26.45	26.95			15.05	
B		27.45	27.95			15.60	
C		27.45	27.95			15.60	
D		28.45	28.95			16.15	
E		28.45	28.95			16.15	
EE		29.45	29.95			16.70	
F		29.45	29.95			16.70	
G		29.45	29.95			16.70	

TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

STYLE NO. 162 COTTON

CUP 30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		9.45	9.95			5.70	
C		10.45	10.95			6.25	
CC		10.45	10.95			6.25	
D		11.45	11.95			6.80	
DD		11.45	11.95			6.80	
E		13.45	13.95			7.90	
EE		13.45	13.95			7.90	
F		15.45	15.95			9.00	
G		16.45	16.95			9.55	
H		17.45	17.95			10.10	
I		18.45	18.95			10.65	
J		19.45	19.95			11.20	
K		20.45	20.95			11.75	
L		21.45	21.95			12.30	

262 48C – 56E add $3.00 to cost; 162 48E E – 56H add $5.00 to cost, (no additional R.P.V.)

STYLE NO. 262 WHITE LACE

CUP 30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		12.45	12.95			7.35	
C		13.45	13.95			7.90	7.90
CC	1	13.45	13.95			7.90	7.90
D	1	14.45	14.95			8.45	8.45
DD	1	14.45	14.95			8.45	8.45
E	2	16.45	16.95			9.55	19.10
EE	2	16.45	16.95			9.55	19.10
F		17.45	17.95			10.10	
G	1	19.45	19.95			11.20	11.20
I		22.45	22.95			12.85	
K		23.45	23.95			13.40	
L		24.45	24.95			13.95	

262 48C – 56E add $3.00 to cost; 262 48E E – 56H add $5.00 to cost, (no additional R.P.V.)

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP 28 30 32 34 36							
AA		7.45	7.95			4.60	
A		7.45	7.95			4.60	
B		8.45	8.95			5.15	
C		9.45	9.95			5.70	
CC		10.45	10.95			6.25	

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP 28 30 32 34 36							
A		10.45	10.95			6.25	
B		11.45	11.95			6.80	
C		12.45	12.95			7.35	
CC		13.45	13.95			7.90	

TOTALS THIS SECTION 7	1	2 8	TOTAL R.P.V. 12760	TOTAL RETAIL		TOTAL WHSLE	71.10
TOTALS SECTION ONE 1	1		TOTAL R.P.V. 2260	TOTAL RETAIL		TOTAL WHSLE	13.25
TOTALS SECTION TWO 5	5		TOTAL R.P.V. 8525	TOTAL RETAIL		TOTAL WHSLE	49.35
TOTALS SECTION THREE			TOTAL R.P.V.	TOTAL RETAIL		TOTAL WHSLE	
TOTALS 13	12	14	TOTAL R.P.V. 23485	TOTAL RETAIL		TOTAL WHSLE	134.7

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for over-ride or maintenance qualifications is allowed on Bonus Merchandise. This bonus discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 314, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the Consultant desires: Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus Merchandise whether you have a party or not.

RPV of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT
1	262	30 T		21.95
1	262	30 Y		22.95
1	212	36 F		21.95
		CANCEL		
				44.90
			TOTAL RETAIL	40.1100
			Less 60% Discount on Retail	26.74
			NET AMOUNT	
			Calif. add 5% or 5½% on Total Retail	
			TOTAL Forward to Section at Right	26.74

17.96

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% Where Applicable

Sales Tax 1.46

Your Number 1265

TOTAL FOR BONUS MERCHANDISE 17.96

CHECK NO. 130 89
DATE REC'D 3-19-71
AMT. REC'D

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY Add 75¢

AMOUNT ENCLOSED 17289

CK. 424 274 Credit 144.15 17289

REV. 11/1/70

23

Symbra-Ette

P.O. BOX 5730 • SAN JOSE, CALIFORNIA 95150

SENIOR KEY ORDER FORM

DATE 3-6-71

ORDER NO.

SHIP TO:

SS

STATE ZIP

DISTRIBUTOR ☐

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME Evelyn M. Barnes 259-36-2821

I.D. # (Social Security Number)

ADDRESS 1341 E. Walker Ave

CITY & STATE Porterville, Calif. ZIP 93257

My Sponsor June Walton

Begin each month with Order #1 and 0 Previous R.P.V.

My Previous R.P.V. 0

R.P.V. This Order 9325

Total New R.P.V. 9325

STYLE NO. 164 WHITE COTTON – Long Line – Regular Length

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		15.45		15.95		9.77	
C		15.45		15.95		9.77	
CC		16.45		16.95		10.37	
D		16.45		16.95		10.37	
E		16.45		16.95		11.57	
EE		19.45		19.95		12.17	
F		20.45		20.95		12.77	

With XL or EXTRA LONG line with 2" lip elastic 2.00

STYLE NO. 264 WHITE LACE – Long Line – Regular Length

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
C		15.45		17.95		10.97	
CC		15.45		17.95		10.97	
D		16.45		18.95		11.57	
DD		16.45		18.95		11.57	
E		19.45		19.95		12.17	
EE		19.45		19.95		12.17	
F		21.45		21.95		13.37	
G		22.45		22.95		13.97	
H		23.45		23.95		14.57	

With XL or EXTRA LONG long line with 2" lip elastic 2.00

STYLE NO. BLACK LACE – Long Line – Regular Length

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
DD		20.45		20.95		12.77	
E		20.45		20.95		12.77	
EE		21.45		21.95		13.37	
F		21.45		22.95		14.57	
G		24.45		23.95		15.17	
H		25.45		25.95		15.77	

With XL or EXTRA LONG long line with 2" lip elastic 2.00

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		10.37	
402-W	Small		17.45		17.95		10.97	
403-W	Med		17.45		17.95		10.97	
404-W	Large		18.45		18.95		11.57	
405-W	X Large		19.45		19.95		12.17	

FIGURE CONTROL PANTY GIRDLE – Nude – Mini Leg

401-N	Petite	17.45	17.95		10.97
402-N	Small	18.45	18.95		11.57
403-N	Med	18.45	18.95		11.57
404-N	Large	19.45	19.95		12.17
405-N	X Large	20.45	20.95		12.77

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

401-B	Petite	18.45	18.95		11.57
402-B	Small	19.45	19.95		12.17
403-B	Med	19.45	19.95		12.17
404-B	Large	20.45	20.95		12.77

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO 7302 "LUXURY" ROBE AND GOWN

Size Eggshell Rose				
Small	39.00	39.95	28.25	
Med.	39.00	39.95	28.25	
Large	39.00	39.95	28.25	
X Lge.	39.00	39.95	28.25	

STYLE NO 9232 "ROMANCE" PEIGNOIR SET

Eggshe Black Rose			
Small	29.00	29.95	21.25
Med.	29.00	29.95	21.25
Large	29.00	29.95	21.25
X Lge.	29.00	29.95	21.25

STYLE NO 9155 "SHEER DELIGHT" PEIGNOIR SET

Rose Sweetpea Blue			
Petite	22.00	22.95	16.35
Small	22.00	22.95	16.35
Med.	22.00	22.95	16.35
Large	22.00	22.95	16.35

STYLE NO 9154 "ELEGANCE" PEIGNOIR SET

Aqua Melon			
Petite	22.00	22.95	16.35
Small	22.00	22.95	16.35
Med.	22.00	22.95	16.35
Large	22.00	22.95	16.35

STYLE NO 9158 "MICRO MINI" PEIGNOIR SET

Black lace – Pink lined			
Petite	22.00	22.95	16.35
Small	22.00	22.95	16.35
Med.	22.00	22.95	16.35

TOTALS SECTION ONE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

STYLE NO. 362 BLACK LACE

CUP 30 32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		14.45		14.95		9.17	
C		15.45		15.95		9.77	
CC		15.45		15.95		9.77	
D		16.45		16.95		10.37	
DD		16.45		16.95		10.37	
E		18.45		18.95		11.57	
EE		18.45		18.95		11.57	
F		20.45		20.95		12.77	
G		21.45		21.95		13.37	

STYLE NO. 45 SIESTA BRA – White Only

CUP 32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		7.45		7.95		4.97	
C		8.45		8.95		5.57	
D		8.45		8.95		5.57	
E		9.45		9.95		6.17	
F		9.45		9.95		6.17	

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Long Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
603-W-Z	Med.		21.45		21.95		13.37	
604-W-Z	Large		22.45		22.95		13.97	
605-W-Z	X Large		23.45		23.95		14.57	
606-W-Z	2 X Lge		24.45		24.95		15.17	
607-W-Z	3 X Lge		25.45		25.95		15.77	
608-W-Z	4 X Lge		26.45		26.95		16.37	
609-W-Z	5 X Lge		27.45		27.95		16.97	
610-W-Z	6 X Lge		28.45		28.95		17.57	

FIGURE CONTROL PANTY GIRDLE WITH ZIPPER – White – Mid Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
703-W-Z	Med.		21.45		21.95		13.37	
704-W-Z	Large		22.45		22.95		13.97	
705-W-Z	X Large		23.45		23.95		14.57	
706-W-Z	2 X Lge		24.45		24.95		15.17	
707-W-Z	3 X Lge		25.45		25.95		15.77	
708-W-Z	4 X Lge		26.45		26.95		16.37	
709-W-Z	5 X Lge		27.45		27.95		16.97	
710-W-Z	6 X Lge		28.45		28.95		17.57	

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

NO.	SIZE				
601-W	Petite	18.45	18.95		11.57
602-W	Small	19.45	19.95		12.17
603-W	Med	19.45	19.95		12.17
604-W	Large	20.45	20.95		12.77
605-W	X Large	21.45	21.95		13.37
606-W	2X Lge	22.45	22.95		13.97

FIGURE CONTROL PANTY GIRDLE – Nude – Long Leg

601-N	Petite	19.45	19.95		12.17
602-N	Small	20.45	20.95		12.77
603-N	Med	20.45	20.95		12.77
604-N	Large	21.45	21.95		13.37
605-N	X Large	22.45	22.95		13.97
606-N	2X Lge	23.45	23.95		14.57

FIGURE CONTROL PANTY GIRDLE – Black – Long Leg

601-B	Petite	20.45	20.95		12.77
602-B	Small	21.45	21.95		13.37
603-B	Med	21.45	21.95		13.37
604-B	Large	22.45	22.95		13.97
605-B	X Large	23.45	23.95		14.57
606-B	2X Lge	24.45	24.95		15.17

FIGURE CONTROL PANTY GIRDLE – White – Mid Leg

701-W	Petite	18.45	18.95		11.57
702-W	Small	19.45	19.95		12.17
703-W	Med	19.45	19.95		12.17
704-W	Large	20.45	20.95		12.77
705-W	X Large	21.45	21.95		13.37
706-W	2X Lge	22.45	22.95		13.97

FIGURE CONTROL PANTY GIRDLE – Nude – Mid Leg

701-N	Petite	19.45	19.95		12.17
702-N	Small	20.45	20.95		12.77
703-N	Med	20.45	20.95		12.77
704-N	Large	21.45	21.95		13.37
705-N	X Large	22.45	22.95		13.97
706-N	2X Lge	23.45	23.95		14.57

FIGURE CONTROL PANTY GIRDLE – Black – Mid Leg

701-B	Petite	20.45	20.95		12.77
702-B	Small	21.45	21.95		13.37
703-B	Med	21.45	21.95		13.37
704-B	Large	22.45	22.95		13.97
705-B	X Large	23.45	23.95		14.57
706-B	2X Lge	24.45	24.95		15.17

TOTALS SECTION TWO	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

NO. 212 – White – All Nylon Lace - Velcro Attached - Partially Removeable Cup Covers

CUP	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
34 36 38 40		18.45		18.95		11.57	
		18.45		19.95		12.17	
		19.45		19.95		12.17	
		19.45		19.95		12.17	
		20.45		20.95		12.77	
		20.45		20.95		12.77	
		21.45		21.95		13.37	
		21.45		21.95		13.37	

Smithson PAID 5-10-71
OBTAINED
BY Jerome M. Steiner Jr
19[illegible] TONNEY
702-3453

				95	14.57
				95	15.17
				95	15.17
				95	15.17
				95	15.77
				95	15.77
				95	16.37

novable Lace Cup Cover

				5.95	16.37
				6.95	16.37
				7.95	16.97
				7.95	16.97
				7.95	16.97

STYLE NO. 162 COTTON

CUP 30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		9.45		9.95		6.17	
C		10.45		10.95		6.77	
CC		10.45		10.95		6.77	
D		11.45		11.95		7.37	
DD		11.45		11.95		7.37	
E		13.45		13.95		8.57	
EE		13.45		13.95		8.57	
F		15.45		15.95		9.77	
G		16.45		16.95		10.37	
H		17.45		17.95		10.97	
I		18.45		18.95		11.57	
J		19.45		19.95		12.17	
K		20.45		20.95		12.77	
L		21.45		21.95		13.37	

162 48C – 56E add $3.00 to cost, 162 48E E – 56H add $5.00 to cost, (no additional R.P.V.)

STYLE NO. 262 WHITE LACE

CUP 30 32 34 36 38 40 42 44 46	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B		12.45		12.95		7.97	
C		13.45		13.95		8.57	
CC		13.45		13.95		8.57	
D		14.45		14.95		9.17	
DD		14.45		14.95		9.17	
E		16.45		16.95		10.37	
EE		16.45		16.95		10.37	
F		17.45		17.95		10.97	
G		19.45		19.95		12.17	
H		20.45		20.95		12.77	
I		21.45		21.95		13.37	
J		23.45		23.95		14.57	
K		24.45		24.95		15.17	

262 48C – 56E add $3.00 to cost, 262 48E E – 56H add $5.00 to cost, (no additional R.P.V.)

CUP		RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
AA	28.45	28.95		17.57	
A	28.45	28.95		17.57	
B	29.45	29.95		18.17	
C	29.45	29.95		18.17	
D	29.45	29.95		18.17	
E	29.45	29.95		18.17	

TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE

STYLE NO. 103 COTTON BANDEAU – Center Division

CUP 28 30 32 34 36			
AA	7.45	7.95	4.97
A	7.45	7.95	4.97
B	8.45	8.95	5.57
C	9.45	9.95	6.17
CC	10.45	10.95	6.77

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP 28 30 32 34 36			
A	10.45	10.95	6.77
B	11.45	11.95	7.37
C	12.45	12.95	7.97
CC	13.45	13.95	8.57

TOTALS THIS SECTION 4-1/2 5	TOTAL R.P.V. 9325	TOTAL RETAIL 95.95	TOTAL WHSLE 58.4[illegible]
TOTALS SECTION ONE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION TWO	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION THREE	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS 4-1/2 5	TOTAL R.P.V. 9325	TOTAL RETAIL 95.95	TOTAL WHSLE 58.4[illegible]

BONUS MERCHANDISE – SPECIAL 60% DISCOUNT

This merchandise must be ordered with each order, if desired. If no bonus merchandise is desired, the R.P.V. of this order is forfeited towards bonus merchandise. No R.P.V. credit for override or maintenance qualifications is allowed on Bonus Merchandise. The 60% discount schedule applies ONLY to the following garments:

162, 262, 103, 203, 212, 213, 214, 362, 364, All Girdles and Wigs.

Five (5) items is the maximum for each order.

This merchandise may be used in any way that the consultant desires, Given as Hostess Gifts, Sold at Retail, Etc.

If a party hostess requests merchandise other than on the schedule, it will be up to the Consultant's own judgement whether to give the requested gift or not.

You may give merchandise other than that on the schedule since you order and accumulate the 60% Bonus Merchandise whether you have a party or not.

COMPLETED BY

DATE

WRITE-UP MEMO

RPV of Regular Order	Number of Garments
$ 75	1 at 60% Discount
$150	2 at 60% Discount
$250	3 at 60% Discount
$350	4 at 60% Discount
$500	5 at 60% Discount

The 60% discount is on the Retail Price.

Qty.	Style	Size	Retail Price	AMOUNT
1	362	38 I	33.95	33.95
–	B/26K	–		
2	Panel			

TOTAL RETAIL	23 95
Less 60% Discount on Retail	14 37
NET AMOUNT	9 58
Calif. add 5% or 5½% on Total Retail	
TOTAL Forward to Section at Right	9.58

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

Calif. Add 5% Sales Tax Based on Retail Value (Res.) 5½% Where Applicable

362 2-white 38 I	33.95
Applique / Black 38 I	10.5[illegible]
0 –	
TOTAL FOR BONUS MERCHANDISE	9.58
An R.P.V. Notice must be sent to your Sponsor each time you order.	
For SPECIAL DELIVERY Add 75¢	.75
AMOUNT ENCLOSED	69.83

CHECK NO. 145
DATE REC'D 3-9-71
AMT. REC'D 69.83

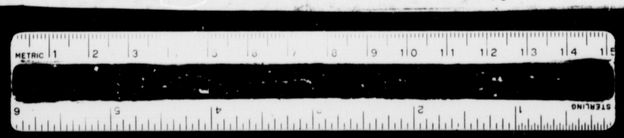
REV. 11/1/70

* If your R.P.V. is under $500 in one calendar month, you must order from your sponsor on a Key Distributor order form beginning the first of the following month.

CX-45

Printed in U.S.A. HOW TO FOLD: 1. Fold order form from left to right. 2. Fold bottom to top.

Postage Required to AIR MAIL orders to Home Office. One order form per envelope 10¢ • Two or Three order forms per envelope 20¢ • Four or more order forms, use separate envelopes.



Symbra Ette

P.O. BOX 3[illegible] • SAN JOSE, CALIFORNIA 9[illegible]

SENIOR KEY ORDER FORM

DATE

ORDER NO.

DROP SHIP TO

NAME

ADDRESS

CITY & STATE ZIP

KEY DISTRIBUTOR

MINIMUM ORDER 5 ITEMS AT ONE TIME

NAME (I.D. # / Social Security Number)

ADDRESS

CITY & STATE ZIP

My Sponsor is

Total Sets

Total Sets R.P.V.

Total Sets Retail

Total Sets Whsle

STYLE NO. 362 BLACK LACE

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	30 32 34 36 38 40							
			14.45		14.95		9.97	
B			15.45		15.95		9.97	
C			15.45		15.95		9.97	
CC			16.45		16.95		10.37	
D			16.45		16.95		10.37	
DD			16.45		16.95		10.37	
E			18.45		18.95		11.57	
EE			18.45		18.95		11.57	
F			20.45		20.95		12.77	
FF			21.45		21.95		13.37	

STYLE NO. 45 SIESTA BRA – White Only

CUP	32 34 36 38 40 42	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
B			7.45		7.95		4.97	
C			8.45		8.95		5.57	
D			8.45		8.95		5.57	
DD			9.45		9.95		6.17	
E			9.45		9.95		6.17	
F			9.45		9.95		6.17	

STYLE NO. 212 – White – All Nylon Lace – Velcro Attached – Partially Removable Cup Covers

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	34 36 38 40							
			18.45		18.95		11.57	
B			19.45		19.95		12.17	
C			19.45		19.95		12.17	
CC			19.45		19.95		12.17	
D			20.45		20.95		12.77	
DD			20.45		20.95		12.77	
E			21.45		21.95		13.37	
EE			21.45		21.95		13.37	

STYLE NO. 213 – White – Marquisette and Lace Bonding

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	34 36 38 40							
			23.45		23.95		14.57	
B			24.45		24.95		15.17	
C			24.45		24.95		15.17	
CC			24.45		24.95		15.17	
D			25.45		25.95		15.77	
DD			25.45		25.95		15.77	
E			26.45		26.95		16.37	
EE			26.45		26.95		16.37	

STYLE NO. 214 – White – Lace Bonding – Cup Cut – Removable Lace Cup Cover

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	34 36 38 40							
			26.45		26.95		16.37	
B			26.45		26.95		16.37	
C			26.45		26.95		16.37	
CC			26.45		26.95		16.37	
D			27.45		27.95		16.97	
DD			27.45		27.95		16.97	
E			27.45		27.95		16.97	
EE			27.45		27.95		16.97	

STYLE NO. 362 COTTON

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	30 32 34 36 38 40 42 44 46							
			9.45		9.95		6.17	
B			10.45		10.95		6.77	
C			10.45		10.95		6.77	
CC			11.45		11.95		7.37	
D			11.45		11.95		7.37	
DD			11.45		11.95		8.57	
E			11.45		11.95		8.57	
EE			11.45		11.95		9.77	
F			11.45		11.95		9.77	
FF			16.45		16.95		10.37	
G			17.45		17.95		10.97	
GG			18.45		18.95		11.07	
H			19.45		19.95		12.17	
HH			20.45		20.95		12.77	
I			21.45		21.95		13.37	

Add $1.00 for Cup 38 E – Add $5.00 for Cup 38 F

STYLE NO. 262 WHITE LACE

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	30 32 34 36 38 40 42 44 46							
B			12.45		12.95		7.97	
C			12.45		12.95		8.57	
CC			12.45		12.95		8.57	
D			13.45		13.95		9.17	
DD			13.45		13.95		9.17	
E			14.45		14.95		10.37	
EE			14.45		14.95		10.37	
F			17.45		17.95		10.97	
G			19.45		19.95		12.17	
H			20.45		20.95		12.77	
I			21.45		21.95		13.37	

STYLE NO. 203 WHITE LACE BANDEAU – Center Division

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	34 36 38							
			10.45		10.95		4.97	
B			11.45		11.95		4.97	
C			12.45		12.95		5.57	
CC			12.45		12.95		5.57	
D			13.45		13.95		6.17	
DD			13.45		13.95		6.17	
E			14.45		14.95		6.77	

STYLE NO. 101 COTTON BANDEAU – Center Division

CUP	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
	34 36 38							
			7.45		7.95		4.97	
B			7.45		7.95		4.97	
C			8.45		8.95		5.57	
CC			9.45		9.95		6.17	
D			9.45		9.95		6.17	
DD			10.45		10.95		6.77	
E			10.45		10.95		6.77	

FIGURE CONTROL PANTY GIRDLE – White – Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		10.37	
402-W	Small		17.45		17.95		10.97	
403-W	Med.		17.45		17.95		10.97	
404-W	Large		18.45		18.95		11.57	
405-W	X Large		19.45		19.95		12.17	
406-W	2X Large		20.45		20.95		12.77	

FIGURE CONTROL PANTY GIRDLE – White – Long Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-W	Petite		16.45		16.95		10.37	
402-W	Small		17.45		17.95		10.97	
403-W	Med.		17.45		17.95		10.97	
404-W	Large		18.45		18.95		11.57	
405-W	X Large		19.45		19.95		12.17	
406-W	2X Large		20.45		20.95		12.77	

FIGURE CONTROL PANTY GIRDLE – Black – Mini Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-B	Petite		16.45		16.95		10.37	
402-B	Small		17.45		17.95		10.97	
403-B	Med.		17.45		17.95		10.97	
404-B	Large		18.45		18.95		11.57	
405-B	X Large		19.45		19.95		12.17	
406-B	2X Large		20.45		20.95		12.77	

FIGURE CONTROL PANTY GIRDLE – Black – Long Leg

NO.	SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
401-B	Petite		16.45		16.95		10.37	
402-B	Small		17.45		17.95		10.97	
403-B	Med.		17.45		17.95		10.97	
404-B	Large		18.45		18.95		11.57	
405-B	X Large		19.45		19.95		12.17	
406-B	2X Large		20.45		20.95		12.77	

SYMBRA'ETTE HOLIDAY LINGERIE

STYLE NO. 9202 "ELEGANCE" ROBE AND GOWN

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
S		19.45		19.95		12.17	
M		19.45		19.95		12.17	
L		20.45		20.95		12.77	
XL		20.45		20.95		12.77	

STYLE NO. 9203 "ROMANCE" PEIGNOIR SET

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
S		19.45		19.95		12.17	
M		19.45		19.95		12.17	
L		20.45		20.95		12.77	
XL		20.45		20.95		12.77	

STYLE NO. 9205 "SHEER DELIGHT" PEIGNOIR SET

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
S		22.00		22.95		14.37	
M		22.00		22.95		14.37	
L		22.00		22.95		14.37	
XL		22.00		22.95		14.37	

STYLE NO. 9154 "ELEGANCE" PEIGNOIR SET

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
S		22.00		22.95		14.37	
M		22.00		22.95		14.37	
L		22.00		22.95		14.37	
XL		22.00		22.95		14.37	

STYLE NO. 9158 "MICRO MINI" PEIGNOIR SET

SIZE	QTY	R.P.V. EACH	R.P.V. TOTAL	RETAIL EACH	RETAIL TOTAL	COST EACH	TOTAL COST
S		22.00		22.95		14.37	
M		22.00		22.95		14.37	
L		22.00		22.95		14.37	
XL		22.00		22.95		14.37	

	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION TWO			

	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS SECTION THREE			

BONUS MERCHANDISE – SPECIAL 50% DISCOUNT

R.P.V. Required for Bonus Garments	Number of Garments	Style	Size	Retail Price	AMOUNT
$ 75	Earn 60% Discount				
$ 150	2 at 60% Discount				
$250	3 at 60% Discount				
$350	4 at 60% Discount				
$500	5 at 60% Discount				

The 60% discount is on the Retail Price.

TOTAL RETAIL

Less 60% Discount on Retail

NET AMOUNT

Calif. add 5% or 5% from Total Retail

TOTAL – Forward to Section at Right

	TOTAL R.P.V.	TOTAL RETAIL	TOTAL WHSLE
TOTALS THIS SECTION			
TOTALS SECTION ONE			
TOTALS SECTION TWO			
TOTALS SECTION THREE			
TOTALS			

A cashier's check or money order will prevent delay in shipment. Order will not be shipped until personal check clears bank, unless you have already established your rating with the Company.

TOTAL FOR BONUS MERCHANDISE

An R.P.V. Notice must be sent to your Sponsor each time you order.

For SPECIAL DELIVERY – Add 75¢

AMOUNT ENCLOSED

Postage Required to A/R MAIL orders to Home Office – One order form per envelope 10¢ • Two or three order forms per envelope 20¢ • Four or more order forms, use separate envelopes

* If your R.P.V. is under $[illegible] in one calendar month, you must order [illegible] on your sponsor [illegible] during the rest of the following month.

FEB. 1[illegible]

CX 46